State: Arkansas Filing Company: Life Insurance Company of the Southwest

TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.101 External Indexed - Single Life

**Product Name:** LSW LIBR for IUL (Filing B) **Project Name/Number:** Bundle1-13 (Filing B)/20153(0413)

### Filing at a Glance

Company: Life Insurance Company of the Southwest

Product Name: LSW LIBR for IUL (Filing B)

State: Arkansas

TOI: L09I Individual Life - Flexible Premium Adjustable Life

Sub-TOI: L09I.101 External Indexed - Single Life

Filing Type: Form

Date Submitted: 01/09/2013

SERFF Tr Num: NALF-128829540

SERFF Status: Closed-Approved-Closed

State Tr Num:

State Status: Approved-Closed Co Tr Num: 20153(0413)

Implementation 04/01/2013

Date Requested:

Author(s): Susan Carey, Michelle Goodwin, Susan Sawyer, Jessica Zelich

Reviewer(s): Linda Bird (primary)

Disposition Date: 01/15/2013

Disposition Status: Approved-Closed

Implementation Date:

State Filing Description:

State: Arkansas Filing Company: Life Insurance Company of the Southwest

TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.101 External Indexed - Single Life

**Product Name:** LSW LIBR for IUL (Filing B) **Project Name/Number:** Bundle1-13 (Filing B)/20153(0413)

#### **General Information**

Project Name: Bundle1-13 (Filing B) Status of Filing in Domicile: Pending

Project Number: 20153(0413)

Requested Filing Mode: Review & Approval

Explanation for Combination/Other:

Date Approved in Domicile:

Domicile Status Comments:

Market Type: Individual

Submission Type: New Submission

Individual Market Type:

Overall Rate Impact: Filing Status Changed: 01/15/2013 State Status Changed: 01/15/2013

Deemer Date: Created By: Susan Sawyer

Submitted By: Susan Sawyer Corresponding Filing Tracking Number:

Filing Description:

Life Insurance Company of the Southwest

NAIC No. 0634-65528

Form Number:

20153(0413), Lifetime Income Benefit Rider

In addition to the above form, revised Data Pages are being submitted for each of the below listed products. The following paragraph has been added to the Cover Page of each set of data pages submitted with this filing:

"NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S)."

Products affected by the above enhancements:

Product 1. Form 8212AR(0305) approved on 5/3/05 and Form 8734AR(0709) approved on 5/20/09 under Tracking Number NALF-126066806.

Product 2. Form 8387AR(0606) approved on 1/9/07 and Form 8733AR(0709) approved on 5/18/09 under Tracking Number NALF-126071381.

Product 3. Forms 8593AR(0708) and 8594AR(0708) approved on 4/3/08 under Tracking Number NALF-125556689. Product 4. Forms 8973AR(0911) and 8974AR(0911) approved on 9/1/11 under Tracking Number NALF-127345577.

Today we file a new rider for use with several of our external indexed single life products. The Lifetime Income Benefit Rider will replace an earlier version of this rider which is currently available for use with all above-referenced products. The version that will be replaced is Form 20049(0212) approved on 02/03/12 under Tracking No. NALF-127878782. The planned implementation date for the filed enhancements is April 1, 2013.

Form 20153(0413), Lifetime Income Benefit Rider

Form 20153(0413), Lifetime Income Benefit Rider, will be used with all four products listed above, both for new issue business and inforce business. (As noted in the introductory paragraph above, this rider will replace an earlier version of this rider which is currently available for use with all products listed above.) This rider provides the benefit to elect a guaranteed lifetime income.

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The differences between the currently used Lifetime Income Benefit Rider and this new version are as follows:

- A new provision entitled "Payout Option" has been added and now allows the policyholder the option between a Level Payout Option or an Increasing Payout Option. The prior version only allowed a Level Payout Option.
- Income Payments that have been stopped can now be restarted with a guaranteed amount to be at least as much as their most recent Income Payment amount before income payments were suspended.

We are concurrently making a similar filing for our associate company, National Life Insurance Company.

Also included with this submission are the following materials:

- Data Pages in support of the submitted forms
- Statement of Variability
- Actuarial Memorandum in support of the submitted forms
- Any required certifications and/or checklists

### **Company and Contact**

#### **Filing Contact Information**

Susan Sawyer, Policy Forms Business SS

SSawyer@NationalLife.com

Analyst

One National Life Drive 802-229-7387 [Phone]

Montpelier, VT 05604

#### **Filing Company Information**

Life Insurance Company of the CoCode: 65528 State of Domicile: Texas

Southwest Group Code: 634 Company Type:

15455 Dallas Parkway Group Name: National Life Group State ID Number: 1117

Suite 800 FEIN Number: 75-0953004

Addison, TX 75001

(214) 638-9316 ext. [Phone]

### **Filing Fees**

Fee Required? Yes

Fee Amount: \$500.00

Retaliatory? No

Fee Explanation: \$50 per form, ten forms submitted.

Per Company: No

Company	Amount	<b>Date Processed</b>	Transaction #
Life Insurance Company of the Southwest	\$500.00	01/09/2013	66393382

State: Arkansas Filing Company: Life Insurance Company of the Southwest

TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.101 External Indexed - Single Life

Product Name:LSW LIBR for IUL (Filing B)Project Name/Number:Bundle1-13 (Filing B)/20153(0413)

## **Correspondence Summary**

### **Dispositions**

Status	Created By	Created On	Date Submitted
Approved-Closed	Linda Bird	01/15/2013	01/15/2013

State: Arkansas Filing Company: Life Insurance Company of the Southwest

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Product Name:LSW LIBR for IUL (Filing B)Project Name/Number:Bundle1-13 (Filing B)/20153(0413)

## **Disposition**

Disposition Date: 01/15/2013

Implementation Date: Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

Schedule	Schedule Item	Schedule Item Status	Public Access
Supporting Document	Flesch Certification		Yes
Supporting Document	Application		No
Supporting Document	Health - Actuarial Justification		No
Supporting Document	Outline of Coverage		No
Supporting Document	Actuarial Memorandum		No
Supporting Document	Third Party Authorization		Yes
Supporting Document	Illustration Actuary Certification		No
Supporting Document	Responsible Officer Certification		Yes
Supporting Document	Sample Illustration		Yes
Supporting Document	Statement of Variability		Yes
Form	Lifetime Income Benefit Rider		Yes
Form	LIBR3 Data Pages		Yes
Form	ADV79 Data Pages		Yes
Form	ADV79 Unisex Data Pages		Yes
Form	PRGN Data Pages		Yes
Form	PRGN Unisex Data Pages		Yes
Form	PRVR Data Pages		Yes

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Product Name:LSW LIBR for IUL (Filing B)Project Name/Number:Bundle1-13 (Filing B)/20153(0413)

Schedule	Schedule Item	Schedule Item Status	Public Access
Form	PRVR Unisex Data Pages		Yes
Form	FLXL Data Pages		Yes
Form	FLXL Unisex Data Pages		Yes

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Product Name:LSW LIBR for IUL (Filing B)Project Name/Number:Bundle1-13 (Filing B)/20153(0413)

### **Form Schedule**

Lead	Lead Form Number:							
Item	Schedule Item	Form	Form	Form	Form	Action Specific	Readability	
No.	Status	Name	Number	Туре	Action	Data	Score	Attachments
1		Lifetime Income Benefit Rider	20153(0413 )	POLA	Initial		67.000	20153(0413).pdf
2		LIBR3 Data Pages	LIBR3	DDP	Initial		0.000	LIBR3 Data Section - LSW.pdf
3		ADV79 Data Pages	ADV79	DDP	Initial		0.000	ADV79 DP.pdf
4		ADV79 Unisex Data Pages	ADV79/U	DDP	Initial		0.000	ADV79u DP.pdf
5		PRGN Data Pages	PRGN	DDP	Initial		0.000	PRGN DP.pdf
6		PRGN Unisex Data Pages	PRGN/U	DDP	Initial		0.000	PRGNu DP.pdf
7		PRVR Data Pages	PRVR	DDP	Initial		0.000	PRVR DP.pdf
8		PRVR Unisex Data Pages	PRVR/U	DDP	Initial		0.000	PRVRu DP.pdf
9		FLXL Data Pages	FLXL	DDP	Initial			FLXL DP.pdf
10		FLXL Unisex Data Pages	FLXL/U	DDP	Initial			FLXLu DP.pdf

### Form Type Legend:

ADV	Advertising	AEF	Application/Enrollment Form
CER	Certificate	CERA	Certificate Amendment, Insert Page, Endorsement or Rider
DDP	Data/Declaration Pages	FND	Funding Agreement (Annuity, Individual and Group)

 SERFF Tracking #:
 NALF-128829540
 State Tracking #:
 Company Tracking #:
 20153(0413)

State: Arkansas Filing Company: Life Insurance Company of the Southwest

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Product Name:LSW LIBR for IUL (Filing B)Project Name/Number:Bundle1-13 (Filing B)/20153(0413)

MTX	Matrix	NOC	Notice of Coverage
отн	Other	OUT	Outline of Coverage
PJK	Policy Jacket	POL	Policy/Contract/Fraternal Certificate
POLA	Policy/Contract/Fraternal Certificate: Amendment,	SCH	Schedule Pages
	Insert Page, Endorsement or Rider		

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### LIFETIME INCOME BENEFIT RIDER

We, Life Insurance Company of the Southwest (the Company), have issued this rider as part of the Entire Contract. If there are any conflicts between this rider and the policy, the provisions of this rider will prevail. Defined terms and contractual provisions are set forth in the policy or are added or replaced in this rider. This rider is attached to and amends the policy as of the Effective Date of the policy.

The Company agrees to provide the option to elect a guaranteed lifetime income subject to the terms and conditions of this rider. After the conditions to exercise this rider are met, the Owner is guaranteed a lifetime benefit payment in exchange for a charge taken from the Accumulated Value of the policy to which this rider is attached.

#### Accumulation Period

Prior to the date we make the first benefit payment the rider is in the Accumulation Period. This is the period during which premiums are paid by the Owner.

#### INCOME PERIOD

During the Income Period benefit payments are made to the Owner. No further premiums may be paid once the benefit payments begin, unless benefit payments are suspended.

#### PAYOUT OPTION

The Owner may choose, at the end of the Accumulation Period, between a Level Payout Option or an Increasing Payout Option. The Payout Option selected may not be changed after the rider has been exercised. The Payout Option selected is shown in the Data Section.

The Level Payout Option provides for a Guaranteed Income Payment that remains level, subject to Income Base increases. The Guaranteed Income Payment with the Level Payout Option starts at a higher amount than that available with the Increasing Payout Option but is not subject to the annual increase that is applied with the Increasing Payout Option.

The Increasing Payout Option provides for a Guaranteed Income Payment that will increase, on every rider anniversary, by an adjustment amount equal to the Increasing Adjustment. The Increasing Payout Option is also subject to Income Base increases. The Increasing Adjustment is equal to A multiplied by B where,

A is the Guaranteed Income Payment for the prior year; and B is the Annual Increase Percentage shown in the Data Section.

Life Insurance Company of the Southwest

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#### Guaranteed Income Payment

The Guaranteed Income Payment is the benefit payment made to the Owner. In order to make a payment, the Income Payment Threshold must be met. The amount is shown in the Data Section.

The Guaranteed Income Payment is calculated at the end of the Accumulation Period and is calculated as follows:

Income Base x Guaranteed Income Percentage where,

Guaranteed Income Percentage is calculated as follows:

 $A + (B-C) \times D$  where,

A is the Base Payout Percentage where the rates vary by the Payout Option selected by the Owner; and

B is the Maximum Death Benefit Ratio; and

C is the Death Benefit Ratio and is equal to the Death Benefit at the end of the Accumulation Period divided by the Income Base at the end of the Accumulation Period: and

D is the Guaranteed Income Percentage Adjustment Factor where the rates vary by the Payout Option selected by the Owner;

Rates for factors A, B and D are shown in the Data Section.

The benefit payments may be paid monthly, quarterly, semi-annually or annually. Payments other than annual will be divided into equal modal benefit payments based upon the selected payment mode and must always meet the Income Payment Threshold. We reserve the right to charge a processing fee for modal income payments.

The benefit payments will be taken from the policy as Fixed Net Cost Loans.

#### **INCOME BASE**

The Income Base is used to determine the amount of the benefit payments. This Income Base is set equal to the Cash Surrender Value at the end of the Accumulation Period.

The Income Base will automatically be recalculated on every fifth Lifetime Income Benefit Rider Anniversary while benefit payments are being made. If the Cash Surrender Value of the policy on that date is higher than it was on the previous recalculation date, the Income Base will be increased to equal the higher Cash Surrender Value. The benefit payment will be recalculated using the adjusted Income Base. If the Cash Surrender Value is not higher on that date, there will be no change to the Income Base or the benefit payments.

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## BENEFIT PAYMENT SUSPENSION

Benefit payments may be suspended temporarily. In order to suspend the benefit payment, the Owner must make a written request to our Administrative Office. While benefit payments are suspended, the Owner may request the following changes on the policy:

- 1. make additional premium payments; or
- 2. request Face Amount Increases or Decreases; or
- 3. take partial withdrawals and policy loans; or
- 4. make loan repayments.

Once benefit payments are resumed, the Owner may no longer request these changes.

## BENEFIT PAYMENT RESUMPTION

When the benefit payments are resumed, the Guaranteed Income Payment will be based on the Insured's Attained Age when benefit payments are resumed where,

- a) the Guaranteed Income Percentage will be recalculated based on the Base Payout Percentage, the Maximum Death Benefit Ratio and the Guaranteed Income Percentage Adjustment Factor based on the Insured's Attained Age when benefit payments are resumed; and
- b) the Income Base will be recalculated based on the current Cash Surrender Value when benefit payments are resumed.

The following conditions must be met in order to resume benefit payments:

- 1. the Insured is not older than the Maximum Exercise Age as shown in the Data Section; and
- 2. the policy's Death Benefit Ratio is less than the Maximum Death Benefit Ratio based on the Insured's Attained Age when benefit payments are resumed; and
- 3. the benefit payment is greater than or equal to the Income Payment Threshold shown in the Data Section.

The Income Base will be recalculated every fifth policy anniversary after benefit payments are resumed as defined in the Income Base section of this rider.

Benefit payments may only be suspended or resumed once per policy year.

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#### BENEFIT PAYMENT RESUMPTION GUARANTEE

When the benefit payments are resumed, the Guaranteed Income Payment will be guaranteed to be at least equal to the Guaranteed Income Payment when the benefit payments were last suspended but only if the following conditions are met:

- a) face amount increases were not requested by the Owner; and
- b) additional policy loans or partial withdrawals were not requested by the Owner.

For the Increasing Payout Option, the Guaranteed Income Payment will also be increased by the Increasing Adjustment for the years when the benefit payments were suspended if the Benefit Payment Resumption Guarantee is in effect.

#### MINIMUM THRESHOLD

Benefit payments will be taken from the policy until a Minimum Threshold occurs. This threshold is reached when the following criteria is met:

the date  $[A / (B-C)] \ge 95\%$ ; where

A is the outstanding debt on the policy; and B is the Accumulated Value; and C is the Surrender Charge.

When the criteria above is met, the following conditions become effective:

- 1. The benefit payments will be paid from the General Account of the Company instead of through Fixed Net Cost Loans. The payments will continue until the termination of this rider.
- 2. For the Increasing Payout Option, the Guaranteed Income Payment will cease to increase by the Increasing Adjustment.
- 3. A one time charge will be applied, where the charge is equal to A x B, where A is the Lifetime Income Benefit Rider Protection Provision Charge Percentage shown in the Data Section; and B is the Accumulated Value
- 4. All values from the Fixed Term Strategy and the Indexed Strategies of the policy will be transferred to the Basic Strategy. No further transfers will be allowed.
- 5. The Accumulated Value held in the loan collateral account of the policy will be credited with interest at a rate equal to the loan interest rate.
- 6. Any riders, with the exception of any Additional Protection Benefit Riders, whose monthly cost was included in the Monthly Deductions, will be terminated.
- 7. All Monthly Deductions will cease, and the policy will remain in force.

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If the policy reaches the Minimum Threshold criteria while benefit payments are suspended:

- 1. the conditions above will also be applied.
- 2. benefit payments may be resumed upon the Owner's written request to our Administrative Office.

## Exercise of This Rider

To utilize the benefits under this rider, the Owner must make a written request to our Administrative Office. The Owner must provide us with the written consent of any collateral assignee and any irrevocable beneficiaries. We may request that a copy of the policy be returned to our Administrative Office.

The following conditions must be met in order to exercise this rider:

- 1. the rider must be exercised on or after the Minimum Exercise Date shown in the Data Section; and
- 2. the Insured is not older than the Maximum Exercise Age as shown in this rider's Data Section; and
- 3. any outstanding Policy Loans are repaid in full; and
- 4. the policy's Death Benefit Ratio is less than or equal to the Maximum Death Benefit Ratio as shown in the Data Section; and
- 5. the benefit payment is greater than or equal to the Income Payment Threshold shown in the Data Section; and
- 6. the policy is not owned by a Qualified Pension or Profit Sharing Plan.

When this rider is exercised, other riders attached to your policy may be affected.

#### RIDER CHARGE

Once the rider is exercised, a charge is made on each Monthly Policy Date. It will be deducted from the policy's Accumulated Value during the Income Period until a Minimum Threshold criterion is met. The charge equals the current Rider Charge Percentage multiplied by the policy's Accumulated Value on each Monthly Policy Date as follows:

- 1. prior to all Monthly Cost of Insurance charges, other rider charges, and the Monthly Percent of Accumulated Value Charge; and
- 2. after the Monthly Expense Charge Per Thousand and Monthly Policy

No rider charge will be deducted from the policy while benefit payments are suspended.

The Rider Charge Percentage will never be higher than the Guaranteed Rider Charge Percentage shown in this rider's Data Section.

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#### LIFETIME INCOME BENEFIT RIDER DEATH BENEFIT

During the Income Period, including when benefit payments are suspended, if the Insured dies a death benefit will be paid to the Beneficiary. The Death Benefit is equal to the greater of:

- 1. the Minimum Death Benefit as shown in the Data Section; or
- 2. the Death Benefit as defined in the policy less the cumulative benefit payments made after the Minimum Threshold was met.

If a Minimum Threshold criterion has not been met upon a requested termination of this rider, the benefit paid to the Beneficiary will be the Death Benefit as defined in the policy. Otherwise, the terms of items 1. and 2. above will remain in effect.

LIFETIME INCOME BENEFIT RIDER CASH SURRENDER VALUE

During the Income Period, including when benefit payments are suspended, the Owner may request in writing to surrender the policy while the Insured is living to receive the Lifetime Income Benefit Rider Cash Surrender Value. This value is the greater of:

- 1. the Minimum Cash Surrender Value as shown in the Data Section; or
- 2. the Cash Surrender Value as defined in the policy less the cumulative benefit payments made after the Minimum Threshold was met.

If a Minimum Threshold criterion has not been met upon a requested termination of this rider, the value paid to the Owner will be the Cash Surrender Value as defined in the policy. Otherwise, the terms of items 1. and 2. above will remain in effect.

## FACE AMOUNT ADJUSTMENTS

Increases and decreases in Face Amount may be requested by the Owner until the end of the Accumulation Period. If an increase is made, the Minimum Exercise Date shown in the Data Section will be recalculated from the date of the last Term Segment Increase. A Term Segment Increase is an increase in Face Amount on the policy.

No changes to Face Amount may be requested once the Income Period has begun unless benefit payments are suspended.

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#### Death Benefit Option Change

The Death Benefit Option of the policy will automatically be set to Option A at the end of the Accumulation Period as long as the policy still qualifies as Life Insurance for Federal Income Tax purposes under the Internal Revenue Code. If such an Option change cannot be done at the end of the Accumulation Period, the policy will remain under Option B but the benefit payments will be based on a lower Base Payout Percentage as shown in the Data Section.

The Death Benefit Option cannot be changed during the Income Period.

#### FIXED NET COST LOANS

Accumulated Value in the amount of the Fixed Net Cost Loan plus any unpaid loan interest will be removed from the Interest Crediting Strategies of the policy and held in a Loan Collateral Account. Accumulated Value will be removed from the Interest Crediting Strategies in the following order:

- 1. first, from the Basic Strategy until exhausted;
- 2. next, from the Fixed-Term Strategy until exhausted;
- 3. then, from each Indexed Strategy in the order listed within the policy's Data Section.

If the Fixed-Term Strategy and/or the Indexed Strategies have multiple segments, deductions are made in the reverse order in which the segments were created.

The Accumulated Value removed from the Interest Crediting Strategies to establish a Loan Collateral Account will be held apart from other Accumulated Value in this policy where it will be credited the same interest rate that will be charged on the Fixed Net Cost Loan.

Repayments of the loan, including payments of loan interest, will be applied to the outstanding loan balance, and the amount repaid will be deposited into the Basic Strategy. The amount of Accumulated Value held in the Loan Collateral Account will be reduced by the amount of the repayment.

The Accumulated Value on any date other than the policy Effective Date is equal to the sum of the values in all of the Interest Crediting Strategies and the value of any Loan Collateral Account.

IMPACT ON
PARTIAL
WITHDRAWALS
AND POLICY LOANS

Partial Withdrawals and Policy Loans on the policy will be allowed during the Accumulation Period of this rider. Outstanding Policy Loans must be repaid prior to the beginning of the benefit payments. This rider cannot be exercised unless the loan balance plus any accrued interest has been paid in full.

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Partial Withdrawals or Policy Loans requested by the Owner during the Income Period which are in excess of benefit payments will terminate this rider unless these are requested while benefit payments are suspended.

IMPACT ON BASIC STRATEGY MINIMUM VALUE

When this rider is exercised, the policy's Basic Strategy Minimum Value will be increased by an amount equal to the benefit payments expected to be paid for the remainder of that Policy Year. Thereafter, during the Income Period, the Basic Strategy Minimum Value for a Policy Year will be increased by the amount of benefit payments expected to be paid during that Policy Year.

### Interaction with Other Riders

When this rider exists with other additional benefit riders, specific rules apply to the interaction of individual riders based upon the type and sequence of rider exercise. Not all riders discussed below may be applicable with your policy.

INTERACTION
WITH
ACCELERATED
BENEFITS

Any Accelerated Benefit Rider for Terminal Illness or any Accelerated Benefit Rider for Critical Illness will interact with the Lifetime Income Benefit Rider as follows:

- 1. The Lifetime Income Benefit Rider will remain in force when the Owner elects to receive a benefit amount from any Accelerated Benefit Rider for Terminal Illness or Accelerated Benefit Rider for Critical Illness during the Accumulation Period.
- Any Accelerated Benefit Rider for Terminal Illness or Accelerated Benefit Rider for Critical Illness will remain in force when the Owner elects to receive Guaranteed Income Payments from the Lifetime Income Benefit Rider.
- 3. The Lifetime Income Benefit Rider will terminate when the Owner elects to receive a benefit amount from any Accelerated Benefit Rider for Terminal Illness or Accelerated Benefit Rider for Critical Illness during the Income Period.

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Any Accelerated Benefit Rider for Chronic Illness will interact with the Lifetime Income Benefit Rider as follows:

- The Lifetime Income Benefit Rider will terminate when the Owner elects to receive a benefit amount from any Accelerated Benefit Rider for Chronic Illness during the Accumulation Period.
- 2. If the Owner does not elect a benefit amount from any Accelerated Benefit Rider for Chronic Illness during the Accumulation Period, it will remain in force when the Owner elects to receive Guaranteed Income Payments from the Lifetime Income Benefit Rider.
- 3. The Lifetime Income Benefit Rider will terminate when the Owner elects to receive a benefit amount from any Accelerated Benefit Rider for Chronic Illness during the Income Period.

Interaction With Long Term Care Benefits

Any Long Term Care Rider and any Extension of Benefits Rider will interact with the Lifetime Income Benefit Rider as follows:

- 1. The Lifetime Income Benefit Rider will terminate when any Long Term Care Rider or Extension of Benefits Rider is exercised during the Accumulation Period.
- 2. If any Long Term Care Rider or any Extension of Benefits Rider is not exercised during the Accumulation Period, it will terminate once the Lifetime Income Benefit Rider is exercised.

INTERACTION WITH WAIVER BENEFITS

A Rider for Waiver of Monthly Deductions will interact with the Lifetime Income Benefit Rider as follows:

- 1. The Lifetime Income Benefit Rider will remain in force if the Rider for Waiver of Monthly Deductions is exercised during the Accumulation Period. When the Lifetime Income Benefit Rider is exercised, the Rider for Waiver of Monthly Deductions will terminate when the disability period ends.
- 2. If the Rider for Waiver of Monthly Deductions is not exercised during the Accumulation Period, it will terminate once the Lifetime Income Benefit Rider is exercised.

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A Waiver of Specified Premium Rider or a Waiver of Target Premium Rider will interact with the Lifetime Income Benefit Rider as follows:

- The Lifetime Income Benefit Rider will remain in force if the Waiver of Specified Premium Rider or a Waiver of Target Premium Rider is exercised during the Accumulation Period. When the Lifetime Income Benefit Rider is exercised, the Waiver of Specified Premium Rider or the Waiver of Target Premium Rider will terminate and disability payments will cease at that time.
- 2. If the Waiver of Specified Premium Rider or the Waiver of Target Premium Rider is not exercised during the Accumulation Period, it will terminate once the Lifetime Income Benefit Rider is exercised.

# INTERACTION WITH DISABILITY INCOME BENEFITS

Any Disability Income Rider will interact with the Lifetime Income Benefit Rider as follows:

- 1. The Lifetime Income Benefit Rider will remain in force if any Disability Income Rider is exercised during the Accumulation Period. When the Lifetime Income Benefit Rider is exercised, any Disability Income Rider will terminate and disability payments will cease at that time.
- If any Disability Income Rider is not exercised during the Accumulation Period, it will terminate once the Lifetime Income Benefit Rider is exercised.

#### Interaction with Unemployment Benefits

Any Unemployment Rider will interact with the Lifetime Income Benefit Rider as follows:

- 1. The Lifetime Income Benefit Rider will remain in force if any Unemployment Rider is exercised during the Accumulation Period.
- 2. Any Unemployment Rider will remain in force when the Lifetime Income Benefit Rider is exercised.

Interaction With Accidental Death Benefits

Any Rider for Accidental Death Benefit will terminate when the Lifetime Income Benefit Rider is exercised.

Life Insurance Company of the Southwest

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Interaction
With Additional
Protection
Benefits

Any existing Additional Protection Benefit Rider will remain in force when the Lifetime Income Benefit Rider is exercised. Further Additional Protection Benefit Riders may not be added during the Income Period.

Interaction With Children's Term Benefits

Any Children's Term Rider will remain in force when the Lifetime Income Benefit Rider is exercised.

Interaction With Other Insured Benefits

Any Other Insured Rider will terminate when the Lifetime Income Benefit Rider is exercised. The Lifetime Income Benefit Rider cannot be added to any Other Insured Rider.

Interaction With Overloan Protection Benefits

Any Overloan Protection Rider may be exercised only if the Lifetime Income Benefit Rider is terminated.

INTERACTION
WITH DEATH
BENEFIT
PROTECTION
RIDER / ENHANCED
POLICY
PROTECTION
PERIOD BENEFITS

Any Death Benefit Protection Rider or any Enhanced Policy Protection Period Rider will remain in force when the Lifetime Income Benefit Rider is exercised. During the Income Period, no premiums will be allowed. However, compliance with the conditions of the Death Benefit Protection Rider or the Enhanced Policy Protection Period Rider will continue to be determined on every Monthly Policy Date.

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### Termination of this Rider

This rider will terminate on the earliest of:

- the date any Long Term Care Rider, Extension of Benefits Rider, or Accelerated Benefit Rider for Chronic Illness is exercised; or
- 2. the date during the Income Period that any Accelerated Benefit Rider is exercised unless benefit payments are suspended; or
- 3. the date a premium is paid during the Income Period unless benefit payments are suspended; or
- 4. the date a Partial Withdrawal or Policy Loan in excess of benefit payments is requested during the Income Period unless benefit payments are suspended; or
- 5. the date any Face Amount changes are requested during the Income Period unless benefit payments are suspended; or
- 6. at the request of the Owner; or
- 7. the date a Death Benefit Option change is requested by the Insured during the Income Period; or
- 8. the date the policy terminates. If the policy is reinstated, this rider will also be reinstated. A reinstatement will not begin a new Accumulation Period.

#### When this rider terminates:

- 1. all rights under this rider will cease; and
- 2. the Lifetime Income Benefit Rider Death Benefit and the Lifetime Income Benefit Rider Cash Surrender Value will remain in effect if a Minimum Threshold criterion has been met; and
- 3. the policy will be considered separate and complete without this rider.

## GENERAL TERMS

MINIMUM Exercise Period

The Minimum Exercise Period is the number of years, measured from the date of the last Term Segment Increase, that the policy must remain in force before this rider can be exercised.

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#### MINIMUM Exercise Date

The Minimum Exercise Date is the earliest date this rider can be exercised. The date is calculated such that the number of years the policy is in force is greater than or equal to the Minimum Exercise Period and the Insured is at least the Minimum Exercise Age. The date is calculated from the base policy Effective Date even if this rider is added after issue. If a Face Amount Increase is made, the date will be recalculated from the date of the last term segment increase.

#### LIFETIME INCOME BENEFIT RIDER ANNIVERSARY

A Lifetime Income Benefit Rider Anniversary shall be measured annually from the first date a Guaranteed Income Payment is received or, if benefit payments are suspended and then resumed, from the first date the benefit payments are resumed.

## Income Payment Threshold

The Income Payment Threshold is the minimum benefit amount that must be met in order to exercise this rider.

#### Minimum Death Benefit

The Minimum Death Benefit is the lowest benefit paid to the Beneficiary upon the death of the Insured during the Income Period.

#### MINIMUM CASH SURRENDER VALUE

The Minimum Cash Surrender Value is the lowest value paid to the Owner upon surrender of the policy while the Insured is living during the Income Period.

#### Guaranteed Rider Charge Percentage

The Guaranteed Rider Charge Percentage is the maximum rider charge applied to the policy's Accumulated Value on each Monthly Policy Date.

## DEATH BENEFIT RATIO

The Death Benefit Ratio is calculated at the end of the Accumulation Period and is the ratio of the Death Benefit to the Income Base.

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#### Maximum Death Benefit Ratio

The Maximum Death Benefit Ratio is based upon the Insured's age when this rider is exercised. No Guaranteed Income Payment will be made if the policy's Death Benefit Ratio exceeds the Maximum Death Benefit Ratio.

BASE PAYOUT PERCENTAGE

The Base Payout Percentage is the minimum payout percentage based upon the policy's Death Benefit Option and the Insured's age when the rider is exercised.

GUARANTEED INCOME PERCENTAGE ADJUSTMENT FACTOR

The Guaranteed Income Percentage Adjustment Factor is a factor used in the derivation of the Guaranteed Income Percentage and is based upon the Insured's age when the rider is exercised. It is the factor by which the Base Payout Percentage may be increased if the policy's Death Benefit Ratio is less than the Maximum Death Benefit Ratio.

Signed for Life Insurance Company of the Southwest at Addison, Texas, as of the effective date of this rider, by

#### LIFETIME INCOME BENEFIT RIDER

POLICY NUMBER: [LS1234567]

INSURED: [ETHAN ALLEN]

RIDER EFFECTIVE DATE: [MAR 15, 2012]

POLICY EFFECTIVE DATE: [MAR 15, 2012]

INSURED'S ISSUE AGE: [35]

MINIMUM EXERCISE PERIOD: [10 YEARS]

MINIMUM EXERCISE DATE: [MAR 15, 2037]

MINIMUM EXERCISE AGE: [60]

MAXIMUM EXERCISE AGE: [85]

INCOME PAYMENT THRESHOLD: [\$100.00]

MINIMUM DEATH BENEFIT: [\$15,000.00]

MINIMUM CASH SURRENDER VALUE: [\$1,000.00]

GUARANTEED RIDER CHARGE PERCENTAGE: [1.50%] ANNUAL

PAYOUT OPTION: [LEVEL PAYOUT OPTION]

ANNUAL INCREASE PERCENTAGE: [3.00%]

#### LIFETIME INCOME BENEFIT RIDER

#### TABLE OF BASE PAYOUT PERCENTAGES

	DEATH BENE	FIT OPTION A	DEATH BENE	DEATH BENEFIT OPTION B	
AGE	LEVEL PAYOUT OPTION PERCENTAGE	INCREASING PAYOUT OPTION PERCENTAGE	LEVEL PAYOUT OPTION PERCENTAGE	INCREASING PAYOUT OPTION PERCENTAGE	
[60	4.25%	3.25%	3.50%	2.50%	
61	4.30%	3.30%	3.55%	2.55%	
62	4.35%	3.35%	3.60%	2.60%	
63	4.40%	3.40%	3.65%	2.65%	
64	4.45%	3.45%	3.70%	2.70%	
65	4.50%	3.50%	3.75%	2.75%	
66	4.55%	3.55%	3.80%	2.80%	
67	4.60%	3.60%	3.85%	2.85%	
68	4.65%	3.65%	3.90%	2.90%	
69	4.70%	3.70%	3.95%	2.95%	
70	4.75%	3.75%	4.00%	3.00%	
71	4.80%	3.80%	4.05%	3.05%	
72	4.85%	3.85%	4.10%	3.10%	
73	4.90%	3.90%	4.15%	3.15%	
74	4.95%	3.95%	4.20%	3.20%	
75	5.00%	4.00%	4.25%	3.25%	
76	5.05%	4.05%	4.30%	3.30%	
77	5.10%	4.10%	4.35%	3.35%	
78	5.15%	4.15%	4.40%	3.40%	
79	5.20%	4.20%	4.45%	3.45%	
80	5.25%	4.25%	4.50%	3.50%	
81	5.25%	4.25%	4.50%	3.50%	
82	5.25%	4.25%	4.50%	3.50%	
83	5.25%	4.25%	4.50%	3.50%	
84	5.25%	4.25%	4.50%	3.50%	
85	5.25%	4.25%	4.50%	3.50%]	

#### LIFETIME INCOME BENEFIT RIDER

#### TABLE OF MAXIMUM DEATH BENEFIT RATIO PERCENTAGES

AGE	PERCENTAGE		
60	400%		
61	390%		
62	380%		
63	370%		
64	360%		
65	350%		
66	340%		
67	330%		
68	320%		
69	310%		
70	300%		
71	290%		
72	280%		
73	270%		
74	260%		
75	250%		
76	240%		
77	230%		
78	220%		
79	210%		
80	200%		
81	190%		
82	180%		
83	170%		
84	160%		
85	150%		

#### LIFETIME INCOME BENEFIT RIDER

#### TABLE OF GUARANTEED INCOME PERCENTAGE ADJUSTMENT FACTORS

AGE	LEVEL PAYOUT OPTION PERCENTAGE	INCREASING PAYOUT OPTION PERCENTAGE
[60	0.80%	0.40%
61	0.85%	0.45%
62	0.90%	0.50%
63	0.95%	0.55%
64	1.00%	0.60%
65	1.05%	0.65%
66	1.10%	0.70%
67	1.15%	0.75%
68	1.20%	0.80%
69	1.25%	0.85%
70	1.30%	0.90%
71	1.35%	0.95%
72	1.40%	1.00%
73	1.45%	1.05%
74	1.50%	1.10%
75	1.55%	1.15%
76	1.60%	1.20%
77	1.65%	1.25%
78	1.70%	1.30%
79	1.75%	1.35%
80	1.80%	1.40%
81	1.80%	1.40%
82	1.80%	1.40%
83	1.80%	1.40%
84	1.80%	1.40%
85	1.80%	1.40%]

#### LIFETIME INCOME BENEFIT RIDER

## TABLE OF LIFETIME INCOME BENEFIT RIDER PROTECTION PROVISION CHARGE PERCENTAGES

#### THE INSURED HAS BEEN CLASSIFIED [STANDARD NON-SMOKER]

AGE	PERCENTAGE	AGE	PERCENTAGE
[60	3.31%	91	3.38%
61	3.31%	92	2.57%
62	3.31%	93	1.74%
63	3.31%	94	0.89%
64	3.31%	95	0.89%
65	3.31%	96	0.90%
66	3.31%	97	0.90%
67	3.31%	98	0.91%
68	3.31%	99	0.91%
69	3.31%	100	0.92%
70	3.31%	101	0.92%
71	3.31%	102	0.92%
72	3.31%	103	0.93%
73	3.31%	104	0.93%
74	3.31%	105	0.93%
75	3.31%	106	0.94%
76	3.38%	107	0.94%
77	3.45%	108	0.94%
78	3.51%	109	0.94%
79	3.58%	110	0.95%
80	3.64%	111	0.95%
81	3.70%	112	0.95%
82	3.76%	113	0.96%
83	3.82%	114	0.96%
84	3.88%	115	0.96%
85	3.93%	116	0.96%
86	3.98%	117	0.97%
87	4.03%	118	0.97%
88	4.07%	119	0.97%
89	4.11%	120	0.97%]
90	4.15%		-

POLICY NUMBER: [LS1234567]

INSURED: [ETHAN ALLEN]

ISSUE AGE: [35] FACE AMOUNT: [\$10,000]

OWNER: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED] BENEFICIARY: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]

MONTHLY POLICY DATE: [1<sup>ST</sup>]

DEATH BENEFIT OPTION: [A]

MINIMUM MONTHLY PREMIUM: \$ [ 152.83]

PLANNED PERIODIC PREMIUM: \$ [3,387.00] PAYABLE [ANNUALLY] FOR PREMIUM PAYMENT PERIOD: [MARCH 15, 2012 TO MARCH 15, 2097]

NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S).

THIS POLICY MAY TERMINATE PRIOR TO THE END OF THE PREMIUM PAYMENT PERIOD IF PREMIUMS PAID ARE INSUFFICIENT TO CONTINUE COVERAGE. PREMIUMS IN ADDITION TO THE PLANNED PERIODIC PREMIUM MAY BE NECESSARY TO KEEP THIS COVERAGE IN FORCE.

POLICY LOANS AND WITHDRAWALS WILL REDUCE THE CASH SURRENDER VALUE OF THIS POLICY AND MAY RESULT IN TERMINATION OF THIS POLICY PRIOR TO THE DEATH OF THE INSURED.

MINIMUM COVERAGE AMOUNT: \$100,000.00 MINIMUM FACE AMOUNT INCREASE: \$25,000.00 WITHDRAWAL FEE: \$25 FOR EACH WITHDRAWAL

ADDITIONAL BENEFIT RIDERS:

[LIFETIME INCOME BENEFIT RIDER]

[SYSTEMATIC ALLOCATION RIDER

MINIMUM ANNUAL DEPOSIT AMOUNT: \$3,600.00]

[INTEREST CREDITING STRATEGIES RIDER]

THE LOAN INTEREST RATE IS VARIABLE. THE LOAN INTEREST RATE AT THE EFFECTIVE DATE IS [5.90%]. THE LOAN INTEREST RATE WILL BE NO GREATER THAN [2.00%] ABOVE THE BASIC STRATEGY MINIMUM INTEREST RATE IN EFFECT WHEN THE LOAN INTEREST RATE IS ESTABLISHED.

DATA SECTION COVER PAGE

#### GUARANTEED BASIS OF CALCULATIONS

FACE AMOUNT: \$[10,000] EFFECTIVE DATE: [MARCH 15, 2012]

ACCUMULATED VALUE INTEREST RATE: 0.20598% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.50% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE MALE COMPOSITE AGE NEAREST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [STANDARD NON-TOBACCO].

## TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 PER MONTH)

ATTAINED	RATE	ATTAINED	RATE	ATTAINED	RATE
AGE		AGE		AGE	
[35	0.10000	64	1.27000	93	19.89000
36	0.11000	65	1.41000	94	21.38000
37	0.11000	66	1.54000	95	22.95000
38	0.12000	67	1.68000	96	24.38000
39	0.13000	68	1.82000	97	25.92000
40	0.14000	69	1.97000	98	27.56000
41	0.15000	70	2.15000	99	29.32000
42	0.16000	71	2.35000	100	31.21000
43	0.18000	72	2.62000	101	32.71000
44	0.20000	73	2.89000	102	34.31000
45	0.22000	74	3.18000	103	36.02000
46	0.24000	75	3.50000	104	37.84000
47	0.26000	76	3.85000	105	39.79000
48	0.28000	77	4.26000	106	41.87000
49	0.29000	78	4.74000	107	44.09000
50	0.31000	79	5.28000	108	46.45000
51	0.34000	80	5.88000	109	48.98000
52	0.37000	81	6.56000	110	51.68000
53	0.41000	82	7.26000	111	54.55000
54	0.46000	83	8.02000	112	57.63000
55	0.51000	84	8.86000	113	60.91000
56	0.57000	85	9.81000	114	64.41000
57	0.64000	86	10.86000	115	68.16000
58	0.69000	87	12.00000	116	72.16000
59	0.75000	88	13.23000	117	76.43000
60	0.82000	89	14.53000	118	81.01000
61	0.91000	90	15.89000	119	85.90000
62	1.02000	91	17.16000	120	90.91000
63	1.14000	92	18.49000	121+	0.00000]

#### DEFINITION OF LIFE INSURANCE TEST: [GUIDELINE PREMIUM TEST]

[GUIDELINE SINGLE PREMIUM: \$ 19,972.20]

[GUIDELINE LEVEL PREMIUM: \$ 1,555.24]

#### TABLE OF DEATH BENEFIT STANDARD FACTORS

ATTAINED	DEATH	ATTAINED	DEATH	ATTAINED	DEATH
<u>AGE</u>	BENEFIT	<u>AGE</u>	<b>BENEFIT</b>	<u>AGE</u>	BENEFIT
	<b>FACTOR</b>		<b>FACTOR</b>		<b>FACTOR</b>
0 - 40	2.50	54	1.57	68	1.17
41	2.43	55	1.50	69	1.16
42	2.36	56	1.46	70	1.15
43	2.29	57	1.42	71	1.13
44	2.22	58	1.38	72	1.11
45	2.15	59	1.34	73	1.09
46	2.09	60	1.30	74	1.07
47	2.03	61	1.28	75 - 90	1.05
48	1.97	62	1.26	91	1.04
49	1.91	63	1.24	92	1.03
50	1.85	64	1.22	93	1.02
51	1.78	65	1.20	94+	1.01
52	1.71	66	1.19		
53	1.64	67	1.18		

FACE AMOUNT: [\$10,000] EFFECTIVE DATE: [MARCH 15 2012]

AS OF THE EFFECTIVE DATE, THE FOLLOWING RATES ARE APPLICABLE TO INTEREST CREDITING STRATEGIES TO WHICH YOU MAY DIRECT YOUR PREMIUM. THESE RATES ARE IN EFFECT UNTIL FURTHER NOTICE.

FIXED-TERM STRATEGY

FIXED-TERM SEGMENT LENGTH: 1 YEAR

MINIMUM FIXED-TERM SEGMENT INTEREST RATE: 2.50% ANNUAL EFFECTIVE RATE

INDEXED STRATEGY 1 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.10%

INDEXED STRATEGY 2 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
GUARANTEED MINIMUM PARTICIPATION RATE: 110%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

INDEXED STRATEGY 3 - POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 25%

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 30%

INDEXED STRATEGY 5 – POINT TO POINT

INDEX: MSCI EMERGING MARKET INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

**DEDUCTION HIERARCHY:** 

FIXED-TERM STRATEGY

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEXED STRATEGY 1 – POINT TO POINT

INDEXED STRATEGY 2 - POINT TO POINT

INDEXED STRATEGY 3 - POINT TO POINT

INDEXED STRATEGY 5 - POINT TO POINT

INDEX-LINKED RETURNS DO NOT INCLUDE THE PORTION OF RETURNS GENERATED BY THE UNDERLYING INDEX THAT COMES FROM DIVIDENDS.

THE ELEMENTS USED IN DETERMINING THE CREDITED RATES FROM THE INDEX ARE NOT GUARANTEED AND CAN BE CHANGED BY THE COMPANY, SUBJECT TO THE GUARANTEES IN THE POLICY AND THAT ANY SUCH CHANGES CAN AFFECT THE RETURN.

#### FACE AMOUNT: \$[10,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

PERCENT OF PREMIUM EXPENSE CHARGE: 6%

MONTHLY EXPENSE CHARGE: \$[93.17]

MONTHLY POLICY FEE: \$20.00

#### SURRENDER CHARGES

MONTHLY PERIOD BEGINNING	SURRENDER CHARGE	MONTHLY PERIOD BEGINNING	SURRENDER CHARGE	MONTHLY PERIOD BEGINNING	SURRENDER CHARGE
[Mar 15, 2012	\$2,669	Nov 15, 2013	\$2,188	Jul 15, 2015	\$1,088
Apr 15, 2012	\$2,669	Dec 15, 2013	\$2,134	Aug 15, 2015	\$1,031
May 15, 2012	\$2,669	Jan 15, 2014	\$2,081	Sep 15, 2015	\$975
Jun 15, 2012	\$2,669	Feb 15, 2014	\$2,027	Oct 15, 2015	\$919
Jul 15, 2012	\$2,669	Mar 15, 2014	\$1,973	Nov 15, 2015	\$862
Aug 15, 2012	\$2,669	Apr 15, 2014	\$1,918	Dec 15, 2015	\$806
Sep 15, 2012	\$2,669	May 15, 2014	\$1,863	Jan 15, 2016	\$750
Oct 15, 2012	\$2,669	Jun 15, 2014	\$1,808	Feb 15, 2016	\$694
Nov 15, 2012	\$2,669	Jul 15, 2014	\$1,753	Mar 15, 2016	\$636
Dec 15, 2012	\$2,669	Aug 15, 2014	\$1,698	Apr 15, 2016	\$578
Jan 15, 2013	\$2,669	Sep 15, 2014	\$1,643	May 15, 2016	\$520
Feb 15, 2013	\$2,669	Oct 15, 2014	\$1,589	Jun 15, 2016	\$462
Mar 15, 2013	\$2,616	Nov 15, 2014	\$1,534	Jul 15, 2016	\$405
Apr 15, 2013	\$2,562	Dec 15, 2014	\$1,479	Aug 15, 2016	\$347
May 15, 2013	\$2,509	Jan 15, 2015	\$1,424	Sep 15, 2016	\$289
Jun 15, 2013	\$2,455	Feb 15, 2015	\$1,369	Oct 15, 2016	\$231
Jul 15, 2013	\$2,402	Mar 15, 2015	\$1,313	Nov 15, 2016	\$173
Aug 15, 2013	\$2,348	Apr 15, 2015	\$1,257	Dec 15, 2016	\$116
Sep 15, 2013	\$2,295	May 15, 2015	\$1,200	Jan 15, 2017	\$58
Oct 15, 2013	\$2,241	Jun 15, 2015	\$1,144	Feb 15, 2017	\$0]
,		,		and later	

POLICY NUMBER: [LS1234567]

INSURED: [ETHAN ALLEN]

ISSUE AGE: [35] FACE AMOUNT: [\$10,000]

OWNER: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED] BENEFICIARY: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]

MONTHLY POLICY DATE: [1<sup>ST</sup>]

DEATH BENEFIT OPTION: [A]

MINIMUM MONTHLY PREMIUM: \$ [ 149.25]

PLANNED PERIODIC PREMIUM: \$ [3,319.00] PAYABLE [ANNUALLY] FOR PREMIUM PAYMENT PERIOD: [MARCH 15, 2012 TO MARCH 15, 2097]

NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S).

THIS POLICY MAY TERMINATE PRIOR TO THE END OF THE PREMIUM PAYMENT PERIOD IF PREMIUMS PAID ARE INSUFFICIENT TO CONTINUE COVERAGE. PREMIUMS IN ADDITION TO THE PLANNED PERIODIC PREMIUM MAY BE NECESSARY TO KEEP THIS COVERAGE IN FORCE.

POLICY LOANS AND WITHDRAWALS WILL REDUCE THE CASH SURRENDER VALUE OF THIS POLICY AND MAY RESULT IN TERMINATION OF THIS POLICY PRIOR TO THE DEATH OF THE INSURED.

MINIMUM COVERAGE AMOUNT: \$100,000.00 MINIMUM FACE AMOUNT INCREASE: \$25,000.00 WITHDRAWAL FEE: \$25 FOR EACH WITHDRAWAL

ADDITIONAL BENEFIT RIDERS:

[LIFETIME INCOME BENEFIT RIDER]

[SYSTEMATIC ALLOCATION RIDER

MINIMUM ANNUAL DEPOSIT AMOUNT: \$3,600.00]

[INTEREST CREDITING STRATEGIES RIDER]

THE LOAN INTEREST RATE IS VARIABLE. THE LOAN INTEREST RATE AT THE EFFECTIVE DATE IS [5.90%]. THE LOAN INTEREST RATE WILL BE NO GREATER THAN [2.00%] ABOVE THE BASIC STRATEGY MINIMUM INTEREST RATE IN EFFECT WHEN THE LOAN INTEREST RATE IS ESTABLISHED.

DATA SECTION COVER PAGE

#### **GUARANTEED BASIS OF CALCULATIONS**

FACE AMOUNT: \$[10,000] EFFECTIVE DATE: [MARCH 15, 2012]

ACCUMULATED VALUE INTEREST RATE: 0.20598% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.50% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE MALE COMPOSITE AGE NEAREST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [STANDARD NON-TOBACCO].

## TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 PER MONTH)

ATTAINED	RATE	ATTAINED	RATE	ATTAINED	RATE
AGE		AGE		AGE	
[35	0.10000	64	1.20000	93	18.47000
36	0.11000	65	1.33000	94	19.98000
37	0.11000	66	1.45000	95	21.64000
38	0.12000	67	1.58000	96	23.16000
39	0.12000	68	1.71000	97	24.79000
40	0.13000	69	1.85000	98	26.17000
41	0.14000	70	2.02000	99	27.80000
42	0.15000	71	2.21000	100	29.67000
43	0.17000	72	2.45000	101	31.26000
44	0.19000	73	2.70000	102	32.97000
45	0.21000	74	2.97000	103	34.81000
46	0.23000	75	3.27000	104	36.79000
47	0.25000	76	3.59000	105	38.92000
48	0.27000	77	3.97000	106	41.17000
49	0.28000	78	4.40000	107	43.55000
50	0.30000	79	4.89000	108	46.05000
51	0.33000	80	5.44000	109	48.71000
52	0.36000	81	6.07000	110	51.53000
53	0.40000	82	6.73000	111	54.47000
54	0.45000	83	7.43000	112	57.55000
55	0.49000	84	8.22000	113	60.75000
56	0.55000	85	9.10000	114	64.36000
57	0.62000	86	10.05000	115	68.12000
58	0.67000	87	11.12000	116	72.11000
59	0.72000	88	12.28000	117	76.40000
60	0.79000	89	13.51000	118	80.88000
61	0.87000	90	14.76000	119	85.62000
62	0.97000	91	15.86000	120	90.91000
63	1.08000	92	17.10000	121+	[0.00000]

#### DEFINITION OF LIFE INSURANCE TEST: [GUIDELINE PREMIUM TEST]

[GUIDELINE SINGLE PREMIUM: \$ 19,565.63]

[GUIDELINE LEVEL PREMIUM: \$ 1,521.61]

#### TABLE OF DEATH BENEFIT STANDARD FACTORS

ATTAINED	DEATH	ATTAINED	DEATH	ATTAINED	DEATH
<u>AGE</u>	BENEFIT	<u>AGE</u>	<b>BENEFIT</b>	<u>AGE</u>	BENEFIT
	<b>FACTOR</b>		<b>FACTOR</b>		<b>FACTOR</b>
0 - 40	2.50	54	1.57	68	1.17
41	2.43	55	1.50	69	1.16
42	2.36	56	1.46	70	1.15
43	2.29	57	1.42	71	1.13
44	2.22	58	1.38	72	1.11
45	2.15	59	1.34	73	1.09
46	2.09	60	1.30	74	1.07
47	2.03	61	1.28	75 - 90	1.05
48	1.97	62	1.26	91	1.04
49	1.91	63	1.24	92	1.03
50	1.85	64	1.22	93	1.02
51	1.78	65	1.20	94+	1.01
52	1.71	66	1.19		
53	1.64	67	1.18		

FACE AMOUNT: [\$10,000] EFFECTIVE DATE: [MARCH 15 2012]

AS OF THE EFFECTIVE DATE, THE FOLLOWING RATES ARE APPLICABLE TO INTEREST CREDITING STRATEGIES TO WHICH YOU MAY DIRECT YOUR PREMIUM. THESE RATES ARE IN EFFECT UNTIL FURTHER NOTICE.

FIXED-TERM STRATEGY

FIXED-TERM SEGMENT LENGTH: 1 YEAR

MINIMUM FIXED-TERM SEGMENT INTEREST RATE: 2.50% ANNUAL EFFECTIVE RATE

INDEXED STRATEGY 1 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.10%

INDEXED STRATEGY 2 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
GUARANTEED MINIMUM PARTICIPATION RATE: 110%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

INDEXED STRATEGY 3 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 25%

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 30%

INDEXED STRATEGY 5 – POINT TO POINT

INDEX: MSCI EMERGING MARKET INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

**DEDUCTION HIERARCHY:** 

FIXED-TERM STRATEGY

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEXED STRATEGY 1 – POINT TO POINT

INDEXED STRATEGY 2 - POINT TO POINT

INDEXED STRATEGY 3 – POINT TO POINT INDEXED STRATEGY 5 – POINT TO POINT

INDEX-LINKED RETURNS DO NOT INCLUDE THE PORTION OF RETURNS GENERATED BY THE UNDERLYING INDEX THAT COMES FROM DIVIDENDS.

THE ELEMENTS USED IN DETERMINING THE CREDITED RATES FROM THE INDEX ARE NOT GUARANTEED AND CAN BE CHANGED BY THE COMPANY, SUBJECT TO THE GUARANTEES IN THE POLICY AND THAT ANY SUCH CHANGES CAN AFFECT THE RETURN.

## FACE AMOUNT: \$[10,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

PERCENT OF PREMIUM EXPENSE CHARGE: 6%

MONTHLY EXPENSE CHARGE: \$[90.89]

MONTHLY POLICY FEE: \$20.00

## SURRENDER CHARGES

MONTHLY PERIOD BEGINNING	SURRENDER CHARGE	MONTHLY PERIOD BEGINNING	SURRENDER CHARGE	MONTHLY PERIOD BEGINNING	SURRENDER CHARGE
[Mar 15, 2012	\$2,628	Nov 15, 2013	\$2,154	Jul 15, 2015	\$1,071
Apr 15, 2012	\$2,628	Dec 15, 2013	\$2,102	Aug 15, 2015	\$1,015
May 15, 2012	\$2,628	Jan 15, 2014	\$2,049	Sep 15, 2015	\$960
Jun 15, 2012	\$2,628	Feb 15, 2014	\$1,996	Oct 15, 2015	\$905
Jul 15, 2012	\$2,628	Mar 15, 2014	\$1,942	Nov 15, 2015	\$849
Aug 15, 2012	\$2,628	Apr 15, 2014	\$1,888	Dec 15, 2015	\$794
Sep 15, 2012	\$2,628	May 15, 2014	\$1,834	Jan 15, 2016	\$738
Oct 15, 2012	\$2,628	Jun 15, 2014	\$1,780	Feb 15, 2016	\$683
Nov 15, 2012	\$2,628	Jul 15, 2014	\$1,726	Mar 15, 2016	\$626
Dec 15, 2012	\$2,628	Aug 15, 2014	\$1,672	Apr 15, 2016	\$569
Jan 15, 2013	\$2,628	Sep 15, 2014	\$1,618	May 15, 2016	\$512
Feb 15, 2013	\$2,628	Oct 15, 2014	\$1,564	Jun 15, 2016	\$455
Mar 15, 2013	\$2,575	Nov 15, 2014	\$1,510	Jul 15, 2016	\$398
Apr 15, 2013	\$2,523	Dec 15, 2014	\$1,456	Aug 15, 2016	\$341
May 15, 2013	\$2,470	Jan 15, 2015	\$1,402	Sep 15, 2016	\$284
Jun 15, 2013	\$2,417	Feb 15, 2015	\$1,348	Oct 15, 2016	\$228
Jul 15, 2013	\$2,365	Mar 15, 2015	\$1,293	Nov 15, 2016	\$171
Aug 15, 2013	\$2,312	Apr 15, 2015	\$1,237	Dec 15, 2016	\$114
Sep 15, 2013	\$2,259	May 15, 2015	\$1,182	Jan 15, 2017	\$57
Oct 15, 2013	\$2,207	Jun 15, 2015	\$1,126	Feb 15, 2017	\$0]
,				and later	

POLICY NUMBER: [LS9876543] EFFECTIVE DATE: [MARCH 15, 2012]

MATURITY DATE: [MARCH 15, 2097]\*

INSURED: [ETHAN ALLEN]

ISSUE AGE: [35] FACE AMOUNT: \$[100,000.00]

OWNER: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED] BENEFICIARY: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]

MONTHLY POLICY DATE: [15<sup>TH</sup>]

DEATH BENEFIT OPTION: [A]

MINIMUM MONTHLY PREMIUM: \$ [ 71.00]

PLANNED PERIODIC PREMIUM: \$ [1,031.00] PAYABLE [ANNUALLY] FOR PREMIUM PAYMENT PERIOD: [MARCH 15, 2012 TO MARCH 15, 2097]

NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S).

THIS POLICY MAY TERMINATE PRIOR TO THE END OF THE PREMIUM PAYMENT PERIOD IF PREMIUMS PAID ARE INSUFFICIENT TO CONTINUE COVERAGE. PREMIUMS IN ADDITION TO THE PLANNED PERIODIC PREMIUM MAY BE NECESSARY TO KEEP THIS COVERAGE IN FORCE.

POLICY LOANS AND WITHDRAWALS WILL REDUCE THE CASH SURRENDER VALUE OF THIS POLICY AND MAY RESULT IN TERMINATION OF THIS POLICY PRIOR TO THE DEATH OF THE INSURED.

MINIMUM COVERAGE AMOUNT: \$100,000.00 WITHDRAWAL FEE: \$25 FOR EACH WITHDRAWAL

ADDITIONAL BENEFIT RIDERS:

[LIFETIME INCOME BENEFIT RIDER]

[SYSTEMATIC ALLOCATION RIDER

MINIMUM ANNUAL DEPOSIT AMOUNT: \$3,600.00]

[INTEREST CREDITING STRATEGIES RIDER]

\* IT IS POSSIBLE THAT COVERAGE WILL EXPIRE PRIOR TO THE MATURITY DATE SHOWN IF EITHER NO PREMIUMS ARE PAID FOLLOWING THE INITIAL PREMIUM, OR SUBSEQUENT PREMIUMS ARE INSUFFICIENT TO CONTINUE COVERAGE TO SUCH DATE.

THE LOAN INTEREST RATE IS VARIABLE. THE LOAN INTEREST RATE AT THE EFFECTIVE DATE IS [6.50%].

#### **GUARANTEED BASIS OF CALCULATIONS**

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

ACCUMULATED VALUE INTEREST RATE: 0.20598% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.50% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE MALE NON-SMOKER AGE NEAREST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [STANDARD NON-TOBACCO].

# TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 PER MONTH)

Attained Age	Rate	Attained Age	Rate	Attained Age	Rate
[35	0.09089	65	1.30009	95	26.24420
36	0.09589	66	1.43072	96	28.20561
37	0.10007	67	1.56327	97	30.35199
38	0.10758	68	1.70627	98	32.70866
39	0.11425	69	1.85467	99	35.30337
40	0.12176	70	2.03500	100	38.17512
41	0.13178	71	2.23720	101	40.53000
42	0.14430	72	2.50360	102	43.11768
43	0.15850	73	2.78562	103	45.96629
44	0.17520	74	3.08342	104	49.11195
45	0.19441	75	3.41024	105	52.54884
46	0.21279	76	3.76820	106	56.37067
47	0.23285	77	4.18587	107	60.64050
48	0.24455	78	4.67661	108	65.43820
49	0.25793	79	5.24717	109	70.86240
50	0.27717	80	5.87410	110	77.04001
51	0.29975	81	6.59415	111	84.14802
52	0.33071	82	7.35120	112	92.41942
53	0.36419	83	8.17591	113	102.19769
54	0.40691	84	9.09944	114	113.97114
55	0.45970	85	10.14422	115	128.53321
56	0.51338	86	11.31891	116	147.22261
57	0.57128	87	12.62238	117	172.61943
58	0.62083	88	14.04388	118	210.74347
59	0.67798	89	15.57220	119	281.91415
60	0.74695	90	17.19964	120	281.91415]
61	0.83114	91	18.76184		
62	0.93398	92	20.42406		
63	1.04963	93	22.21645		
64	1.17137	94	24.15514		

## DEFINITION OF LIFE INSURANCE TEST: [GUIDELINE PREMIUM TEST]

[GUIDELINE SINGLE PREMIUM: \$17,392.80] [GUIDELINE LEVEL PREMIUM: \$1,448.35]

#### TABLE OF DEATH BENEFIT STANDARD FACTORS

ATTAINED	DEATH	ATTAINED	DEATH	ATTAINED	DEATH
<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT
	<b>FACTOR</b>		<b>FACTOR</b>		<b>FACTOR</b>
0 - 40	2.50	54	1.57	68	1.17
41	2.43	55	1.50	69	1.16
42	2.36	56	1.46	70	1.15
43	2.29	57	1.42	71	1.13
44	2.22	58	1.38	72	1.11
45	2.15	59	1.34	73	1.09
46	2.09	60	1.30	74	1.07
47	2.03	61	1.28	75 - 90	1.05
48	1.97	62	1.26	91	1.04
49	1.91	63	1.24	92	1.03
50	1.85	64	1.22	93	1.02
51	1.78	65	1.20	94+	1.01
52	1.71	66	1.19		
53	1.64	67	1.18		

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

AS OF THE EFFECTIVE DATE, THE FOLLOWING RATES ARE APPLICABLE TO INTEREST CREDITING STRATEGIES TO WHICH YOU MAY DIRECT YOUR PREMIUM. THESE RATES ARE IN EFFECT UNTIL FURTHER NOTICE.

FIXED-TERM STRATEGY

FIXED-TERM SEGMENT LENGTH: 1 YEAR

MINIMUM FIXED-TERM SEGMENT INTEREST RATE: 2.50% ANNUAL EFFECTIVE RATE

INDEXED STRATEGY 1 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.10%

INDEXED STRATEGY 2 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
GUARANTEED MINIMUM PARTICIPATION RATE: 110%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

INDEXED STRATEGY 3 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 25%

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 30%

INDEXED STRATEGY 5 – POINT TO POINT

INDEX: MSCI EMERGING MARKETS INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

**DEDUCTION HIERARCHY:** 

FIXED-TERM STRATEGY

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEXED STRATEGY 1 - POINT TO POINT

INDEXED STRATEGY 2 - POINT TO POINT

INDEXED STRATEGY 3 – POINT TO POINT INDEXED STRATEGY 5 – POINT TO POINT

INDEX-LINKED RETURNS DO NOT INCLUDE THE PORTION OF RETURNS GENERATED BY THE UNDERLYING INDEX THAT COMES FROM DIVIDENDS.

THE ELEMENTS USED IN DETERMINING THE CREDITED RATES FROM THE INDEX ARE NOT GUARANTEED AND CAN BE CHANGED BY THE COMPANY, SUBJECT TO THE GUARANTEES IN THE POLICY AND THAT ANY SUCH CHANGES CAN AFFECT THE RETURN.

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

PERCENT OF PREMIUM EXPENSE CHARGE: 6%

MONTHLY PERCENT OF ACCUMULATED VALUE CHARGE: .04%

MONTHLY EXPENSE CHARGE PER THOUSAND: \$[0.206]

MONTHLY POLICY FEE: \$5.00

#### SURRENDER CHARGES

TWELVE MONTH PERIOD	
<u>BEGINNING</u>	SURRENDER CHARGE
[MAR 15, 2012	\$1,031.00
MAR 15, 2013	\$1,763.00
MAR 15, 2014	\$1,567.00
MAR 15, 2015	\$1,371.00
MAR 15, 2016	\$1,175.00
MAR 15, 2017	\$980.00
MAR 15, 2018	\$784.00
MAR 15, 2019	\$588.00
MAR 15, 2020	\$392.00
MAR 15, 2021	\$196.00
MAR 15, 2022 AND LATER	\$0.00]

POLICY NUMBER: [LS9876543] EFFECTIVE DATE: [MARCH 15, 2012] MATURITY DATE: [MARCH 15, 2097]

INSURED: [ETHAN ALLEN]

ISSUE AGE: [35] FACE AMOUNT: \$[100,000.00]

OWNER: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED] BENEFICIARY: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]

MONTHLY POLICY DATE: [15<sup>TH</sup>]

DEATH BENEFIT OPTION: [A]

MINIMUM MONTHLY PREMIUM: \$ [ 42.76]

PLANNED PERIODIC PREMIUM: \$ [513.12] PAYABLE [ANNUALLY] FOR PREMIUM PAYMENT PERIOD: [MARCH 15, 2012 TO MARCH 15, 2097]

NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S).

THIS POLICY MAY TERMINATE PRIOR TO THE END OF THE PREMIUM PAYMENT PERIOD IF PREMIUMS PAID ARE INSUFFICIENT TO CONTINUE COVERAGE. PREMIUMS IN ADDITION TO THE PLANNED PERIODIC PREMIUM MAY BE NECESSARY TO KEEP THIS COVERAGE IN FORCE.

POLICY LOANS AND WITHDRAWALS WILL REDUCE THE CASH SURRENDER VALUE OF THIS POLICY AND MAY RESULT IN TERMINATION OF THIS POLICY PRIOR TO THE DEATH OF THE INSURED.

MINIMUM COVERAGE AMOUNT: \$100,000.00 WITHDRAWAL FEE: \$25 FOR EACH WITHDRAWAL

ADDITIONAL BENEFIT RIDERS:

[LIFETIME INCOME BENEFIT RIDER]

[SYSTEMATIC ALLOCATION RIDER

MINIMUM ANNUAL DEPOSIT AMOUNT: \$3,600.00]

[INTEREST CREDITING STRATEGIES RIDER]

THE LOAN INTEREST RATE IS VARIABLE. THE LOAN INTEREST RATE AT THE EFFECTIVE DATE IS [6.50%].

#### **GUARANTEED BASIS OF CALCULATIONS**

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

ACCUMULATED VALUE INTEREST RATE: 0.20598% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.50% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE [NON-SMOKER] AGE NEAREST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [PREFERRED NON-TOBACCO].

# TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 PER MONTH)

ATTAINED		ATTAINED		ATTAINED	
AGE	RATE	AGE	RATE	AGE	RATE
[35	0.08755	65	1.22385	95	22.59883
36	0.09256	66	1.34332	96	24.55392
37	0.09756	67	1.46638	97	26.70183
38	0.10424	68	1.59985	98	27.88683
39	0.11008	69	1.73866	99	29.59716
40	0.11759	70	1.90505	100	31.84722
41	0.12677	71	2.09235	101	34.04178
42	0.13762	72	2.33420	102	36.60255
43	0.15098	73	2.58974	103	39.60097
44	0.16601	74	2.86083	104	43.12057
45	0.18439	75	3.15805	105	47.20895
46	0.20110	76	3.48344	106	51.76130
47	0.22115	77	3.85838	107	56.82753
48	0.23369	78	4.29504	108	62.38782
49	0.24874	79	4.79624	109	68.68356
50	0.26880	80	5.34445	110	75.75322
51	0.29222	81	5.98839	111	83.35379
52	0.32234	82	6.67043	112	91.63163
53	0.35582	83	7.39888	113	100.28842
54	0.39686	84	8.20834	114	113.25549
55	0.44629	85	9.11819	115	127.83768
56	0.49744	86	10.09483	116	146.20496
57	0.55198	87	11.23311	117	171.79758
58	0.60151	88	12.45482	118	205.60220
59	0.65612	89	13.75173	119	260.86639
60	0.72087	90	15.06753	Maturity	260.86639]
61	0.79914	91	16.13555	Date	
62	0.89266	92	17.38188		
63	0.99727	93	18.85740		
64	1.10709	94	20.57378		

## DEFINITION OF LIFE INSURANCE TEST: [GUIDELINE PREMIUM TEST]

[GUIDELINE SINGLE PREMIUM: \$13,695.98] [GUIDELINE LEVEL PREMIUM: \$1,176.42]

#### TABLE OF DEATH BENEFIT STANDARD FACTORS

ATTAINED	DEATH	ATTAINED	DEATH	ATTAINED	DEATH
<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT
	<b>FACTOR</b>		<b>FACTOR</b>		<b>FACTOR</b>
0 - 40	2.50	54	1.57	68	1.17
41	2.43	55	1.50	69	1.16
42	2.36	56	1.46	70	1.15
43	2.29	57	1.42	71	1.13
44	2.22	58	1.38	72	1.11
45	2.15	59	1.34	73	1.09
46	2.09	60	1.30	74	1.07
47	2.03	61	1.28	75 - 90	1.05
48	1.97	62	1.26	91	1.04
49	1.91	63	1.24	92	1.03
50	1.85	64	1.22	93	1.02
51	1.78	65	1.20	94+	1.01
52	1.71	66	1.19		
53	1.64	67	1.18		

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

AS OF THE EFFECTIVE DATE, THE FOLLOWING RATES ARE APPLICABLE TO INTEREST CREDITING STRATEGIES TO WHICH YOU MAY DIRECT YOUR PREMIUM. THESE RATES ARE IN EFFECT UNTIL FURTHER NOTICE.

FIXED-TERM STRATEGY

FIXED-TERM SEGMENT LENGTH: 1 YEAR

MINIMUM FIXED-TERM SEGMENT INTEREST RATE: 2.50% ANNUAL EFFECTIVE RATE

INDEXED STRATEGY 1 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
GUARANTEED MINIMUM PARTICIPATION RATE: 100%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.10%

INDEXED STRATEGY 2 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
GUARANTEED MINIMUM PARTICIPATION RATE: 110%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

INDEXED STRATEGY 3 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 25%

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 30%

INDEXED STRATEGY 5 – POINT TO POINT

INDEX: MSCI EMERGING MARKETS INDEX

INDEXED TERM 1 YEAR GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

**DEDUCTION HIERARCHY:** 

FIXED-TERM STRATEGY

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEXED STRATEGY 1 – POINT TO POINT

INDEXED STRATEGY 2 – POINT TO POINT INDEXED STRATEGY 3 – POINT TO POINT

INDEXED STRATEGY 5 – POINT TO POINT

INDEX-LINKED RETURNS DO NOT INCLUDE THE PORTION OF RETURNS GENERATED BY THE UNDERLYING INDEX THAT COMES FROM DIVIDENDS.

THE ELEMENTS USED IN DETERMINING THE CREDITED RATES FROM THE INDEX ARE NOT GUARANTEED AND CAN BE CHANGED BY THE COMPANY, SUBJECT TO THE GUARANTEES IN THE POLICY AND THAT ANY SUCH CHANGES CAN AFFECT THE RETURN.

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

PERCENT OF PREMIUM EXPENSE CHARGE: 6%

MONTHLY PERCENT OF ACCUMULATED VALUE CHARGE: .04%

MONTHLY EXPENSE CHARGE PER THOUSAND: \$[0.185]

MONTHLY POLICY FEE: \$5.00

#### SURRENDER CHARGES

[MAR 15, 2012 \$1,200.00 MAR 15, 2013 \$1,200.00	TWELVE MONTH PERIOD	
MAR 15, 2013 \$1,200.00	<u>BEGINNING</u>	SURRENDER CHARGE
MAR 15, 2013 \$1,200.00	55151515	<b>*</b> • • • • • • • • • • • • • • • • • • •
	[MAR 15, 2012	\$1,200.00
7.5.75 4.75 0.04 4. 0.00 0.0	MAR 15, 2013	\$1,200.00
MAR 15, 2014 \$1,200.00	MAR 15, 2014	\$1,200.00
MAR 15, 2015 \$1,200.00	MAR 15, 2015	\$1,200.00
MAR 15, 2016 \$1,200.00	MAR 15, 2016	\$1,200.00
MAR 15, 2017 \$1,013.00	MAR 15, 2017	\$1,013.00
MAR 15, 2018 \$821.00	MAR 15, 2018	\$821.00
MAR 15, 2019 \$623.00	MAR 15, 2019	\$623.00
MAR 15, 2020 \$421.00	MAR 15, 2020	\$421.00
MAR 15, 2021 \$213.00	MAR 15, 2021	\$213.00
MAR 15, 2022 AND LATER \$0.00]	MAR 15, 2022 AND LATER	\$0.00]

POLICY NUMBER: [LS9876543] EFFECTIVE DATE: [MARCH 15, 2012]

MATURITY DATE: [MARCH 15, 2097]

INSURED: [ETHAN ALLEN]

ISSUE AGE: [35] FACE AMOUNT: \$[100,000.00]

OWNER: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED] BENEFICIARY: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]

MONTHLY POLICY DATE: [15<sup>TH</sup>]

DEATH BENEFIT OPTION: [A]

MINIMUM MONTHLY PREMIUM: \$[ 54.67]

PLANNED PERIODIC PREMIUM: \$[1,021.00] PAYABLE [ANNUALLY] FOR PREMIUM PAYMENT PERIOD: [MARCH 15, 2012 TO MARCH 15, 2097]

NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S).

THIS POLICY MAY TERMINATE PRIOR TO THE END OF THE PREMIUM PAYMENT PERIOD IF PREMIUMS PAID ARE INSUFFICIENT TO CONTINUE COVERAGE. PREMIUMS IN ADDITION TO THE PLANNED PERIODIC PREMIUM MAY BE NECESSARY TO KEEP THIS COVERAGE IN FORCE.

POLICY LOANS AND WITHDRAWALS WILL REDUCE THE CASH SURRENDER VALUE OF THIS POLICY AND MAY RESULT IN TERMINATION OF THIS POLICY PRIOR TO THE DEATH OF THE INSURED.

MINIMUM FACE AMOUNT: \$25,000.00

WITHDRAWAL FEE: \$25 FOR EACH WITHDRAWAL

ADDITIONAL BENEFIT RIDERS:

[LIFETIME INCOME BENEFIT RIDER]
[SYSTEMATIC ALLOCATION RIDER
MINIMUM ANNUAL DEPOSIT AMOUNT: \$3,000.00]
[INTEREST CREDITING STRATEGIES RIDER]

THE LOAN INTEREST RATE IS VARIABLE. THE LOAN INTEREST RATE AT THE EFFECTIVE DATE IS [5.80]%. THE LOAN INTEREST RATE WILL BE NO GREATER THAN [2.00%] ABOVE THE BASIC STRATEGY MINIMUM INTEREST RATE IN EFFECT WHEN THE LOAN INTEREST RATE IS ESTABLISHED.

#### **GUARANTEED BASIS OF CALCULATIONS**

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

ACCUMULATED VALUE INTEREST RATE: 0.16516% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.00% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE MALE NON-SMOKER AGE LAST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [PREFERRED NON-TOBACCO].

# TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 PER MONTH)

Attained Age	Rate	Attained Age	Rate	Attained Age	Rate
[35	0.01546	65	1.35433	95	23.38520
36	0.02076	66	1.48387	96	25.86843
37	0.02650	67	1.61928	97	26.45342
38	0.03180	68	1.76227	98	28.14901
39	0.03710	69	1.92286	99	29.96423
40	0.12668	70	2.11028	100	31.70427
41	0.13752	71	2.33795	101	33.25265
42	0.15086	72	2.60426	102	34.90475
43	0.16669	73	2.88497	103	36.66691
44	0.18420	74	3.18679	104	38.53573
45	0.20337	75	3.51565	105	40.51145
46	0.22255	76	3.88671	106	42.61697
47	0.23839	77	4.31857	107	44.86020
48	0.25090	78	4.82063	108	47.25110
49	0.26674	79	5.38383	109	49.79713
50	0.28758	80	6.01260	110	52.50694
51	0.31427	81	6.69705	111	55.39319
52	0.34679	82	7.42303	112	58.46521
53	0.38431	83	8.21697	113	61.73550
54	0.43185	84	9.10125	114	65.21324
55	0.48524	85	10.08656	115	68.91186
56	0.54029	86	11.17261	116	72.84242
57	0.59369	87	12.34897	117	77.01849
58	0.64709	88	13.60255	118	81.45131
59	0.70967	89	14.92103	119	86.13700
60	0.78562	90	16.23779	Maturity	90.90909]
61	0.87827	91	17.53725	Date	
62	0.98597	92	18.90234		
63	1.10372	93	20.34569		
64	1.22650	94	21.87059		

## DEFINITION OF LIFE INSURANCE TEST: [GUIDELINE PREMIUM TEST]

[GUIDELINE SINGLE PREMIUM: \$13,225.00] [GUIDELINE LEVEL PREMIUM: \$1,160.00]

## TABLE OF DEATH BENEFIT STANDARD FACTORS

ATTAINED	DEATH	ATTAINED	DEATH	ATTAINED	DEATH
<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT
	<b>FACTOR</b>		<b>FACTOR</b>		<b>FACTOR</b>
0 - 40	2.50	54	1.57	68	1.17
41	2.43	55	1.50	69	1.16
42	2.36	56	1.46	70	1.15
43	2.29	57	1.42	71	1.13
44	2.22	58	1.38	72	1.11
45	2.15	59	1.34	73	1.09
46	2.09	60	1.30	74	1.07
47	2.03	61	1.28	75 - 90	1.05
48	1.97	62	1.26	91	1.04
49	1.91	63	1.24	92	1.03
50	1.85	64	1.22	93	1.02
51	1.78	65	1.20	94+	1.01
52	1.71	66	1.19		
53	1.64	67	1.18		

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

AS OF THE EFFECTIVE DATE, THE FOLLOWING RATES ARE APPLICABLE TO INTEREST CREDITING STRATEGIES TO WHICH YOU MAY DIRECT YOUR PREMIUM. THESE RATES ARE IN EFFECT UNTIL FURTHER NOTICE.

FIXED-TERM STRATEGY

FIXED-TERM SEGMENT LENGTH: 5 YEARS

MINIMUM FIXED-TERM SEGMENT INTEREST RATE: 2% ANNUAL EFFECTIVE RATE

EQUITY INDEXED STRATEGY 1 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

EQUITY INDEXED TERM: 5 YEARS GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

EQUITY INDEXED STRATEGY 2 - POINT TO AVERAGE

INDEX: STANDARD & POOR'S 500 INDEX

EQUITY INDEXED TERM: 5 YEARS
GUARANTEED MINIMUM PARTICIPATION RATE: 30%
GUARANTEED MINIMUM INDEX EARNINGS CAP: NO CAP

EQUITY INDEXED STRATEGY 3 – POINT TO POINT HPR

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 5 YEARS
GUARANTEED MINIMUM PARTICIPATION RATE: 25%

EQUITY INDEXED STRATEGY 4 – POINT TO POINT

INDEX: MSCI EMERGING MARKET INDEX

INDEXED TERM 5 YEARS GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

**DEDUCTION HIERARCHY:** 

FIXED-TERM STRATEGY

INDEXED STRATEGY 2 – POINT TO AVERAGE

INDEXED STRATEGY 1 – POINT TO POINT

INDEXED STRATEGY 3 - POINT TO POINT

INDEXED STRATEGY 4 – POINT TO POINT

INDEX-LINKED RETURNS DO NOT INCLUDE THE PORTION OF RETURNS GENERATED BY THE UNDERLYING INDEX THAT COMES FROM DIVIDENDS.

THE ELEMENTS USED IN DETERMINING THE CREDITED RATES FROM THE INDEX ARE NOT GUARANTEED AND CAN BE CHANGED BY THE COMPANY, SUBJECT TO THE GUARANTEES IN THE POLICY AND THAT ANY SUCH CHANGES CAN AFFECT THE RETURN.

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

PERCENT OF PREMIUM EXPENSE CHARGE: 5%

MONTHLY ADMINISTRATIVE CHARGE: \$[26.92]

MONTHLY POLICY FEE: \$5.00

#### SURRENDER CHARGES

POLICY YEAR	SURRENDER CHARGE
[1	\$1,722.00
2	\$1,550.00
3	\$1,378.00
4	\$1,205.00
5	\$1,033.00
6	\$861.00
7	\$689.00
8	\$517.00
9	\$344.00
10	\$172.00
11 AND LATER	\$0.00]

POLICY NUMBER: [LS9876543] EFFECTIVE DATE: [MARCH 15, 2012]

MATURITY DATE: [MARCH 15, 2097]

INSURED: [ETHAN ALLEN]

ISSUE AGE: [35] FACE AMOUNT: \$[100,000.00]

OWNER: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED] BENEFICIARY: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]

MONTHLY POLICY DATE: [15<sup>TH</sup>]

DEATH BENEFIT OPTION: [A]

MINIMUM MONTHLY PREMIUM: \$[ 42.18]

PLANNED PERIODIC PREMIUM: \$[506.16] PAYABLE [ANNUALLY] FOR PREMIUM PAYMENT PERIOD: [MARCH 15, 2012 TO MARCH 15, 2097]

NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S).

THIS POLICY MAY TERMINATE PRIOR TO THE END OF THE PREMIUM PAYMENT PERIOD IF PREMIUMS PAID ARE INSUFFICIENT TO CONTINUE COVERAGE. PREMIUMS IN ADDITION TO THE PLANNED PERIODIC PREMIUM MAY BE NECESSARY TO KEEP THIS COVERAGE IN FORCE.

POLICY LOANS AND WITHDRAWALS WILL REDUCE THE CASH SURRENDER VALUE OF THIS POLICY AND MAY RESULT IN TERMINATION OF THIS POLICY PRIOR TO THE DEATH OF THE INSURED.

MINIMUM FACE AMOUNT: \$25,000,00

WITHDRAWAL FEE: \$25 FOR EACH WITHDRAWAL

ADDITIONAL BENEFIT RIDERS:

[LIFETIME INCOME BENEFIT RIDER] [SYSTEMATIC ALLOCATION RIDER MINIMUM ANNUAL DEPOSIT AMOUNT: \$3,000.00]

[INTEREST CREDITING STRATEGIES RIDER]

THE LOAN INTEREST RATE IS VARIABLE. THE LOAN INTEREST RATE AT THE EFFECTIVE DATE IS [6.50]%. THE LOAN INTEREST RATE WILL BE NO GREATER THAN [2.00%] ABOVE THE BASIC STRATEGY MINIMUM INTEREST RATE IN EFFECT WHEN THE LOAN INTEREST RATE IS ESTABLISHED.

#### **GUARANTEED BASIS OF CALCULATIONS**

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

ACCUMULATED VALUE INTEREST RATE: 0.16516% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.00% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE NON-SMOKER AGE LAST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [PREFERRED NON-TOBACCO].

# TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 PER MONTH)

Attained Age	Rate	Attained Age	Rate	Attained Age	Rate
[35	0.01	65	1.28	95	23.44
36	0.02	66	1.40	96	25.46
37	0.02	67	1.53	97	27.20
38	0.03	68	1.67	98	28.60
39	0.03	69	1.82	99	30.52
40	0.12	70	2.00	100	32.73
41	0.13	71	2.21	101	35.06
42	0.14	72	2.46	102	37.77
43	0.16	73	2.72	103	40.94
44	0.18	74	3.01	104	44.63
45	0.19	75	3.32	105	48.84
46	0.21	76	3.67	106	53.51
47	0.23	77	4.07	107	58.68
48	0.24	78	4.54	108	64.39
49	0.26	79	5.06	109	70.82
50	0.28	80	5.66	110	77.92
51	0.31	81	6.32	111	85.56
52	0.34	82	7.02	112	93.79
53	0.38	83	7.79	113	103.24
54	0.42	84	8.64	114	116.21
55	0.47	85	9.58	115	131.06
56	0.52	86	10.63	116	149.90
57	0.58	87	11.80	117	175.54
58	0.63	88	13.05	118	209.70
59	0.69	89	14.35	119	267.19
60	0.76	90	15.55	Maturity	267.19]
61	0.85	91	16.70	Date	
62	0.94	92	18.04		
63	1.05	93	19.62		
64	1.17	94	21.46		

## DEFINITION OF LIFE INSURANCE TEST: [GUIDELINE PREMIUM TEST]

[GUIDELINE SINGLE PREMIUM: \$15,319.36] [GUIDELINE LEVEL PREMIUM: \$1,287.76]

## TABLE OF DEATH BENEFIT STANDARD FACTORS

ATTAINED	DEATH	ATTAINED	DEATH	ATTAINED	DEATH
<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT
	<b>FACTOR</b>		<b>FACTOR</b>		<b>FACTOR</b>
0 - 40	2.50	54	1.57	68	1.17
41	2.43	55	1.50	69	1.16
42	2.36	56	1.46	70	1.15
43	2.29	57	1.42	71	1.13
44	2.22	58	1.38	72	1.11
45	2.15	59	1.34	73	1.09
46	2.09	60	1.30	74	1.07
47	2.03	61	1.28	75 - 90	1.05
48	1.97	62	1.26	91	1.04
49	1.91	63	1.24	92	1.03
50	1.85	64	1.22	93	1.02
51	1.78	65	1.20	94+	1.01
52	1.71	66	1.19		
53	1.64	67	1.18		

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

AS OF THE EFFECTIVE DATE, THE FOLLOWING RATES ARE APPLICABLE TO INTEREST CREDITING STRATEGIES TO WHICH YOU MAY DIRECT YOUR PREMIUM. THESE RATES ARE IN EFFECT UNTIL FURTHER NOTICE.

FIXED-TERM STRATEGY

FIXED-TERM SEGMENT LENGTH: 5 YEARS

MINIMUM FIXED-TERM SEGMENT INTEREST RATE: 2% ANNUAL EFFECTIVE RATE

EQUITY INDEXED STRATEGY 1 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

EQUITY INDEXED TERM: 5 YEARS GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

EQUITY INDEXED STRATEGY 2 - POINT TO AVERAGE

INDEX: STANDARD & POOR'S 500 INDEX

EQUITY INDEXED TERM: 5 YEARS
GUARANTEED MINIMUM PARTICIPATION RATE: 30%
GUARANTEED MINIMUM INDEX EARNINGS CAP: NO CAP

EQUITY INDEXED STRATEGY 3 – POINT TO POINT HPR

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 5 YEARS
GUARANTEED MINIMUM PARTICIPATION RATE: 25%

EQUITY INDEXED STRATEGY 4 – POINT TO POINT

INDEX: MSCI EMERGING MARKET INDEX

INDEXED TERM 5 YEARS GUARANTEED MINIMUM PARTICIPATION RATE: 100% GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.00%

**DEDUCTION HIERARCHY:** 

FIXED-TERM STRATEGY

INDEXED STRATEGY 2 – POINT TO AVERAGE INDEXED STRATEGY 1 – POINT TO POINT

THE UNDERLYING INDEX THAT COMES FROM DIVIDENDS.

INDEXED STRATEGY 3 – POINT TO POINT INDEXED STRATEGY 4 – POINT TO POINT

INDEX-LINKED RETURNS DO NOT INCLUDE THE PORTION OF RETURNS GENERATED BY

THE ELEMENTS USED IN DETERMINING THE CREDITED RATES FROM THE INDEX ARE NOT GUARANTEED AND CAN BE CHANGED BY THE COMPANY, SUBJECT TO THE GUARANTEES IN THE POLICY AND THAT ANY SUCH CHANGES CAN AFFECT THE RETURN.

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [MARCH 15, 2012]

PERCENT OF PREMIUM EXPENSE CHARGE: 5%

MONTHLY ADMINISTRATIVE CHARGE: \$[26.23]

MONTHLY POLICY FEE: \$5.00

#### SURRENDER CHARGES

POLICY YEAR	SURRENDER CHARGE
[1	\$1,337.00
2	\$1,337.00
3	\$1,337.00
4	\$1,337.00
5	\$1,337.00
6	\$1,126.00
7	\$910.00
8	\$690.00
9	\$465.00
10	\$235.00
11 AND LATER	\$0.00]

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

ISSUE AGE: [35]

OWNER: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]
BENEFICIARY: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]

MONTHLY POLICY DATE: [15<sup>TH</sup>]

DEATH BENEFIT OPTION: [A]

FACE AMOUNT – BASE COVERAGE: [\$100,000.00]

FACE AMOUNT – ADDITIONAL PROTECTION BENEFIT: [\$100,000.00]

TOTAL FACE AMOUNT: [\$200,000.00]

MINIMUM MONTHLY PREMIUM: \$ [75.07] [MONTHLY GUARANTEE PREMIUM:] \$ [91.46]

POLICY PROTECTION PERIOD: [JULY 1, 2011 - JUNE 30, 2021]

PLANNED PERIODIC PREMIUM: \$ [1,000.00] PAYABLE [ANNUALLY] FOR PREMIUM PAYMENT PERIOD: [JULY 1, 2011 TO JULY 2, 2096]

NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S).

THIS POLICY MAY TERMINATE PRIOR TO THE END OF THE PREMIUM PAYMENT PERIOD IF PREMIUMS PAID ARE INSUFFICIENT TO CONTINUE COVERAGE. PREMIUMS IN ADDITION TO THE PLANNED PERIODIC PREMIUM MAY BE NECESSARY TO KEEP THIS COVERAGE IN FORCE.

POLICY LOANS AND WITHDRAWALS WILL REDUCE THE CASH SURRENDER VALUE OF THIS POLICY AND MAY RESULT IN TERMINATION OF THIS POLICY PRIOR TO THE DEATH OF THE INSURED.

MINIMUM COVERAGE AMOUNT: [\$100,000.00]

MINIMUM FACE AMOUNT PER COVERAGE SEGMENT: [\$25,000.00]

MINIMUM WITHDRAWAL AMOUNT: \$500.00

MAXIMUM WITHDRAWAL FEE: \$25 FOR EACH WITHDRAWAL

#### ADDITIONAL BENEFIT RIDERS:

**FLXL** 

[ADDITIONAL PROTECTION BENEFIT RIDER]

[BALANCE SHEET BENEFIT RIDER]

[DEATH BENEFIT PROTECTION RIDER]

INTEREST CREDITING STRATEGIES RIDER

[OTHER INSURED RIDER (EDNA ALLEN)]

**SYSTEMATIC ALLOCATION RIDER** 

MINIMUM ANNUAL DEPOSIT AMOUNT: \$3,000.00]

[WAIVER OF MONTHLY DEDUCTIONS RIDER]

THE LOAN INTEREST RATE IS VARIABLE. THE LOAN INTEREST RATE AT THE EFFECTIVE DATE IS [5.60%]. THE LOAN INTEREST RATE WILL BE NO GREATER THAN [2.00%] ABOVE THE BASIC STRATEGY MINIMUM INTEREST RATE IN EFFECT WHEN THE LOAN INTEREST RATE IS ESTABLISHED.

#### **GUARANTEED BASIS OF CALCULATIONS**

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [JULY 1, 2011]

ACCUMULATED VALUE INTEREST RATE: 0.20598% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.50% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE, [MALE NON-SMOKER], AGE NEAREST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [STANDARD NON-TOBACCO].

# TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 PER MONTH)

ATTAINED		ATTAINED		ATTAINED	
AGE	RATE	AGE	RATE	AGE	RATE
[35	0.09089	65	1.30009	95	26.24420
36	0.09589	66	1.43072	96	28.20561
37	0.10007	67	1.56327	97	30.35199
38	0.10758	68	1.70627	98	32.70866
39	0.11425	69	1.85467	99	35.30337
40	0.12176	70	2.03500	100	38.17512
41	0.13178	71	2.23720	101	40.53000
42	0.14430	72	2.50360	102	43.11768
43	0.15850	73	2.78562	103	45.96629
44	0.17520	74	3.08342	104	49.11195
45	0.19441	75	3.41024	105	52.54884
46	0.21279	76	3.76820	106	56.37067
47	0.23285	77	4.18587	107	60.64050
48	0.24455	78	4.67661	108	65.43820
49	0.25793	79	5.24717	109	70.86240
50	0.27717	80	5.87410	110	77.04001
51	0.29975	81	6.59415	111	83.33333
52	0.33071	82	7.35120	112	83.33333
53	0.36419	83	8.17591	113	83.33333
54	0.40691	84	9.09944	114	83.33333
55	0.45970	85	10.14422	115	83.33333
56	0.51338	86	11.31891	116	83.33333
57	0.57128	87	12.62238	117	83.33333
58	0.62083	88	14.04388	118	83.33333
59	0.67798	89	15.57220	119	83.33333
60	0.74695	90	17.19964	120	83.33333]
61	0.83114	91	18.76184		
62	0.93398	92	20.42406		
63	1.04963	93	22.21645		
64	1.17137	94	24.15514		

## DEFINITION OF LIFE INSURANCE TEST: [GUIDELINE PREMIUM TEST]

GUIDELINE SINGLE PREMIUM: \$[ 32,631.00] GUIDELINE LEVEL PREMIUM: \$[ 2,878.00]

## TABLE OF DEATH BENEFIT STANDARD FACTORS

ATTAINED	DEATH	ATTAINED	DEATH	ATTAINED	DEATH
<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT
	<b>FACTOR</b>		<b>FACTOR</b>		<b>FACTOR</b>
0 - 40	2.50	54	1.57	68	1.17
41	2.43	55	1.50	69	1.16
42	2.36	56	1.46	70	1.15
43	2.29	57	1.42	71	1.13
44	2.22	58	1.38	72	1.11
45	2.15	59	1.34	73	1.09
46	2.09	60	1.30	74	1.07
47	2.03	61	1.28	75 - 90	1.05
48	1.97	62	1.26	91	1.04
49	1.91	63	1.24	92	1.03
50	1.85	64	1.22	93	1.02
51	1.78	65	1.20	94+	1.01
52	1.71	66	1.19		
53	1.64	67	1.18		

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [JULY 1, 2011]

PERCENT OF PREMIUM EXPENSE CHARGE: 6%

MONTHLY PERCENT OF ACCUMULATED VALUE CHARGE: 0.03%

MONTHLY EXPENSE CHARGE PER THOUSAND:\$[0.198]

MONTHLY POLICY FEE: \$6.00

#### SURRENDER CHARGES

TWELVE MONTH PERIOD	
BEGINNING	SURRENDER CHARGE
[JUL 1, 2011	\$1,474.50
JUL 1, 2012	\$1,368.00
JUL 1, 2013	\$1,259.25
JUL 1, 2014	\$1,146.75
JUL 1, 2015	\$1,032.00
JUL 1, 2016	\$870.75
JUL 1, 2017	\$705.75
JUL 1, 2018	\$536.25
JUL 1, 2019	\$362.25
JUL 1, 2020	\$183.75
JUL 1, 2021 AND LATER	\$0.00]

## DATA SECTION ADDITIONAL PROTECTION BENEFIT RIDER

SUM INSURED: [\$200,000.00]

POLICY NUMBER: [LS9876543] INSURED: [ETHAN ALLEN] RIDER EFFECTIVE DATE: [JULY 1, 2011]

MONTHLY EXPENSE CHARGE PER THOUSAND: [\$0.010]

#### **GUARANTEED BASIS OF CALCULATIONS**

ACCUMULATED VALUE INTEREST RATE: 0.20598% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.50% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE [MALE NON-SMOKER] AGE NEAREST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [STANDARD NON-TOBACCO]

POLICY YEARS FOR THIS RIDER ARE MEASURED FROM THE RIDER EFFECTIVE DATE.

# DATA SECTION ADDITIONAL PROTECTION BENEFIT RIDER

SUM INSURED: [\$200,000.00]

POLICY NUMBER: [LS9876543] INSURED: [ETHAN ALLEN] RIDER EFFECTIVE DATE: [JULY 1, 2011]

## TABLE OF GUARANTEED MAXIMUM COST OF ADDITIONAL PROTECTION BENEFIT RATES (PER \$1,000 OF NET AMOUNT OF RISK OF ADDITIONAL COVERAGE BENEFIT PER MONTH)

ATTAINED		ATTAINED		ATTAINED	
AGE	RATE	AGE	RATE	AGE	RATE
[35	0.09089	65	1.30009	95	26.24420
36	0.09589	66	1.43072	96	28.20561
37	0.10007	67	1.56327	97	30.35199
38	0.10758	68	1.70627	98	32.70866
39	0.11425	69	1.85467	99	35.30337
40	0.12176	70	2.03500	100	38.17512
41	0.13178	71	2.23720	101	40.53000
42	0.14430	72	2.50360	102	43.11768
43	0.15850	73	2.78562	103	45.96629
44	0.17520	74	3.08342	104	49.11195
45	0.19441	75	3.41024	105	52.54884
46	0.21279	76	3.76820	106	56.37067
47	0.23285	77	4.18587	107	60.64050
48	0.24455	78	4.67661	108	65.43820
49	0.25793	79	5.24717	109	70.86240
50	0.27717	80	5.87410	110	77.04001
51	0.29975	81	6.59415	111	83.33333
52	0.33071	82	7.35120	112	83.33333
53	0.36419	83	8.17591	113	83.33333
54	0.40691	84	9.09944	114	83.33333
55	0.45970	85	10.14422	115	83.33333
56	0.51338	86	11.31891	116	83.33333
57	0.57128	87	12.62238	117	83.33333
58	0.62083	88	14.04388	118	83.33333
59	0.67798	89	15.57220	119	83.33333
60	0.74695	90	17.19964	120	83.33333]
61	0.83114	91	18.76184		
62	0.93398	92	20.42406		
63	1.04963	93	22.21645		
64	1.17137	94	24.15514		

#### BALANCE SHEET BENEFIT RIDER

PERCENTAGE OF SURRENDER CHARGES TO BE WAIVED: [25]%\*

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

FACE AMOUNT: [\$100,000.00]

#### TABLE OF GUARANTEED MONTHLY BALANCE SHEET BENEFIT RIDER RATES (PER \$1000 OF FACE AMOUNT)

ATTAINED AGES	<u>RATE</u>
[ 35 - 44 ]	\$[0.43]

\*SEE SURRENDER CHARGE SCHEDULE FOR APPLICABLE CHARGE AMOUNT

#### DEATH BENEFIT PROTECTION RIDER

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

DEATH BENEFIT PROTECTION INTEREST RATE: 5.00%

THE DEATH BENEFIT PROTECTION PERIOD IS IN EFFECT THROUGH [JUNE 30, 2036]

#### INTEREST CREDITING STRATEGIES RIDER

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

AS OF THE EFFECTIVE DATE, THE FOLLOWING RATES ARE APPLICABLE TO INTEREST CREDITING STRATEGIES TO WHICH YOU MAY DIRECT YOUR PREMIUM. THESE RATES ARE IN EFFECT UNTIL FURTHER NOTICE.

FIXED-TERM STRATEGY

FIXED-TERM SEGMENT LENGTH: 1 YEAR

MINIMUM FIXED-TERM SEGMENT INTEREST RATE: 2.50% ANNUAL EFFECTIVE RATE INITIAL FIXED-TERM SEGMENT INTEREST RATE: [5.50]% ANNUAL EFFECTIVE RATE

INDEXED STRATEGY 1 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
INITIAL PARTICIPATION RATE: [100]%
GUARANTEED MINIMUM PARTICIPATION RATE: 100%
INITIAL INDEX EARNINGS CAP: [13.50]%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.1%

INDEXED STRATEGY 2 - POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
INITIAL PARTICIPATION RATE: [140]%
GUARANTEED MINIMUM PARTICIPATION RATE: 110%
INITIAL INDEX EARNINGS CAP: [12.00]%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.0%

INDEXED STRATEGY 3 - POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR INITIAL PARTICIPATION RATE: [65]% GUARANTEED MINIMUM PARTICIPATION RATE: 25% INITIAL INDEX EARNINGS CAP NO CAP

#### INTEREST CREDITING STRATEGIES RIDER

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR
INITIAL PARTICIPATION RATE: [120]%
GUARANTEED MINIMUM PARTICIPATION RATE: 30%
INITIAL INDEX EARNINGS CAP NO CAP

#### **DEDUCTION HIERARCHY:**

FIXED-TERM STRATEGY

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEXED STRATEGY 1 – POINT TO POINT

INDEXED STRATEGY 2 - POINT TO POINT

INDEXED STRATEGY 3 – POINT TO POINT

INDEX-LINKED RETURNS DO NOT INCLUDE THE PORTION OF RETURNS GENERATED BY THE UNDERLYING INDEX THAT COMES FROM DIVIDENDS.

THE ELEMENTS USED IN DETERMINING THE CREDITED RATE FROM THE INDEX ARE NOT GUARANTEED AND CAN BE CHANGED BY THE COMPANY, SUBJECT TO THE GUARANTEES IN THE POLICY AND THAT ANY SUCH CHANGES CAN AFFECT THE RETURN.

#### OTHER INSURED RIDER

COVERAGE AMOUNT: [\$100,000.00] POLICY NUMBER: [LS9876543]

INSURED: [EDNA ALLEN]

ISSUE AGE/SEX: [35 / FEMALE]
RATE CLASS: [NON-TOBACCO]

EFFECTIVE DATE: [JULY 1, 2011]
RIDER TERMINATION DATE: [JUNE 30, 2076]

# TABLE OF MONTHLY GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 OF COVERAGE AMOUNT)

ATTAINED	RATE	ATTAINED	RATE	ATTAINED	RATE
<u>AGE</u>		<u>AGE</u>		<u>AGE</u>	
[35	0.07417	64	0.85000	93	12.56500
36	0.07917	65	0.92083	94	14.13667
37	0.08583	66	0.99917	95	16.07667
38	0.08917	67	1.08500	96	17.91917
39	0.09417	68	1.18083	97	19.81583
40	0.10000	69	1.28583	98	20.14083
41	0.10583	70	1.40167	99	21.22833]
42	0.11250	71	1.53500		
43	0.12083	72	1.68417		
44	0.13083	73	1.84583		
45	0.14250	74	2.02333		
46	0.15583	75	2.22000		
47	0.17250	76	2.43583		
48	0.19083	77	2.67333		
49	0.21083	78	2.93583		
50	0.23417	79	3.21917		
51	0.26000	80	3.53583		
52	0.28917	81	3.96583		
53	0.32083	82	4.45083		
54	0.35417	83	4.93417		
55	0.39000	84	5.46833		
56	0.43167	85	6.07000		
57	0.47500	86	6.61583		
58	0.52167	87	7.43750		
59	0.56833	88	8.29583		
60	0.61667	89	9.21083		
61	0.66917	90	10.05417		
62	0.72667	91	10.48083		
63	0.78583	92	11.32000		

## RIDER FOR WAIVER OF MONTHLY DEDUCTIONS

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

## TABLE OF MONTHLY GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER DOLLAR OF MONTHLY DEDUCTION)

ATTAINED	
<u>AGE</u>	<b>RATE</b>
[35	0.0704
36	0.0708
37	0.0712
38	0.0716
39	0.0720
40	0.0723
41	0.0730
42	0.0736
43	0.0743
44	0.0750
45	0.0750
46	0.0772
47	0.0809
48	0.0853
49	0.0895
50	0.0930
51	0.0973
52	0.1017
53	0.1074
54	0.1228
55	0.1416
56	0.1653
57	0.1844
58	0.2053
59	0.2279
60	0.0669
61	0.0613
62	0.0527
63	0.0509
64	0.0600]

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

ISSUE AGE: [35]

OWNER: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]
BENEFICIARY: [AS STATED IN THE APPLICATION UNLESS LATER CHANGED]

MONTHLY POLICY DATE: [15<sup>TH</sup>]

DEATH BENEFIT OPTION: [A]

FACE AMOUNT – BASE COVERAGE: [\$100,000.00]

FACE AMOUNT – ADDITIONAL PROTECTION BENEFIT: [\$100,000.00]

TOTAL FACE AMOUNT: [\$200,000.00]

MINIMUM MONTHLY PREMIUM: \$ [ 75.21] [MONTHLY GUARANTEE PREMIUM:] \$ [92.45]

POLICY PROTECTION PERIOD: [JULY 1, 2011 – JUNE 30, 2021]

PLANNED PERIODIC PREMIUM: \$ [1,000.00] PAYABLE [ANNUALLY] FOR PREMIUM PAYMENT PERIOD: [JULY 1, 2011 TO JULY 2, 2096]

NOTWITHSTANDING THE COVERAGE DATE(S) SHOWN ON THESE DATA PAGES, THE EFFECTIVE DATE(S) OF COVERAGE SHALL BE THE LATER OF (A) THE DATE(S) SHOWN ON THESE DATA PAGES OR (B) THE DATE THE FULL, INITIAL PREMIUM HAS BEEN PROCESSED IN GOOD FUNDS. THIS MAY ALSO IMPACT OTHER DATES THAT ARE DEPENDENT ON THE COVERAGE DATE(S).

THIS POLICY MAY TERMINATE PRIOR TO THE END OF THE PREMIUM PAYMENT PERIOD IF PREMIUMS PAID ARE INSUFFICIENT TO CONTINUE COVERAGE. PREMIUMS IN ADDITION TO THE PLANNED PERIODIC PREMIUM MAY BE NECESSARY TO KEEP THIS COVERAGE IN FORCE.

POLICY LOANS AND WITHDRAWALS WILL REDUCE THE CASH SURRENDER VALUE OF THIS POLICY AND MAY RESULT IN TERMINATION OF THIS POLICY PRIOR TO THE DEATH OF THE INSURED.

MINIMUM COVERAGE AMOUNT: [\$100,000.00]

MINIMUM FACE AMOUNT PER COVERAGE SEGMENT: [\$25,000.00]

MINIMUM WITHDRAWAL AMOUNT: \$500.00

MAXIMUM WITHDRAWAL FEE: \$25 FOR EACH WITHDRAWAL

#### ADDITIONAL BENEFIT RIDERS:

[ADDITIONAL PROTECTION BENEFIT RIDER]

[BALANCE SHEET BENEFIT RIDER]

[DEATH BENEFIT PROTECTION RIDER]

INTEREST CREDITING STRATEGIES RIDER

[OTHER INSURED RIDER (EDNA ALLEN)]

**SYSTEMATIC ALLOCATION RIDER** 

MINIMUM ANNUAL DEPOSIT AMOUNT: \$3,000.00]

[WAIVER OF MONTHLY DEDUCTIONS RIDER]

THE LOAN INTEREST RATE IS VARIABLE. THE LOAN INTEREST RATE AT THE EFFECTIVE DATE IS [5.60%]. THE LOAN INTEREST RATE WILL BE NO GREATER THAN [2.00%] ABOVE THE BASIC STRATEGY MINIMUM INTEREST RATE IN EFFECT WHEN THE LOAN INTEREST RATE IS ESTABLISHED.

#### **GUARANTEED BASIS OF CALCULATIONS**

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [JULY 1, 2011]

ACCUMULATED VALUE INTEREST RATE: 0.20598% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.50% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE, [NON-SMOKER], AGE NEAREST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [STANDARD NON-TOBACCO].

# TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 PER MONTH)

ATTAINED		ATTAINED		ATTAINED	
AGE	RATE	AGE	RATE	AGE	RATE
[35	0.08755	65	1.22385	95	22.59883
36	0.09256	66	1.34332	96	24.55392
37	0.09756	67	1.46638	97	26.70183
38	0.10424	68	1.59985	98	27.88683
39	0.11008	69	1.73866	99	29.59716
40	0.11759	70	1.90505	100	31.84722
41	0.12677	71	2.09235	101	34.04178
42	0.13762	72	2.33420	102	36.60255
43	0.15098	73	2.58974	103	39.60097
44	0.16601	74	2.86083	104	43.12057
45	0.18439	75	3.15805	105	47.20895
46	0.20110	76	3.48344	106	51.76130
47	0.22115	77	3.85838	107	56.82753
48	0.23369	78	4.29504	108	62.38782
49	0.24874	79	4.79624	109	68.68356
50	0.26880	80	5.34445	110	75.75322
51	0.29222	81	5.98839	111	83.33333
52	0.32234	82	6.67043	112	83.33333
53	0.35582	83	7.39888	113	83.33333
54	0.39686	84	8.20834	114	83.33333
55	0.44629	85	9.11819	115	83.33333
56	0.49744	86	10.09483	116	83.33333
57	0.55198	87	11.23311	117	83.33333
58	0.60151	88	12.45482	118	83.33333
59	0.65612	89	13.75173	119	83.33333
60	0.72087	90	15.06753	120	83.33333]
61	0.79914	91	16.13555		
62	0.89266	92	17.38188		
63	0.99727	93	18.85740		
64	1.10709	94	20.57378		

### DEFINITION OF LIFE INSURANCE TEST: [GUIDELINE PREMIUM TEST]

GUIDELINE SINGLE PREMIUM: \$[ 34,132.07] GUIDELINE LEVEL PREMIUM: \$[ 3,026.90]

#### TABLE OF DEATH BENEFIT STANDARD FACTORS

ATTAINED	DEATH	ATTAINED	DEATH	ATTAINED	DEATH
<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT	<u>AGE</u>	BENEFIT
	<u>FACTOR</u>		<b>FACTOR</b>		<b>FACTOR</b>
0 - 40	2.50	54	1.57	68	1.17
41	2.43	55	1.50	69	1.16
42	2.36	56	1.46	70	1.15
43	2.29	57	1.42	71	1.13
44	2.22	58	1.38	72	1.11
45	2.15	59	1.34	73	1.09
46	2.09	60	1.30	74	1.07
47	2.03	61	1.28	75 - 90	1.05
48	1.97	62	1.26	91	1.04
49	1.91	63	1.24	92	1.03
50	1.85	64	1.22	93	1.02
51	1.78	65	1.20	94+	1.01
52	1.71	66	1.19		
53	1.64	67	1.18		

FACE AMOUNT: \$[100,000.00] EFFECTIVE DATE: [JULY 1, 2011]

PERCENT OF PREMIUM EXPENSE CHARGE: 6%

MONTHLY PERCENT OF ACCUMULATED VALUE CHARGE: 0.03%

MONTHLY EXPENSE CHARGE PER THOUSAND: \$[0.194]

MONTHLY POLICY FEE: \$6.00

#### SURRENDER CHARGES

TWELVE MONTH PERIOD	
<u>BEGINNING</u>	SURRENDER CHARGE
[JUL 1, 2011	\$1,452.00
JUL 1, 2012	\$1,347.00
JUL 1, 2013	\$1,239.75
JUL 1, 2014	\$1,129.50
JUL 1, 2015	\$1,016.25
JUL 1, 2016	\$858.00
JUL 1, 2017	\$695.25
JUL 1, 2018	\$528.00
JUL 1, 2019	\$356.25
JUL 1, 2020	\$180.75
JUL 1, 2021 AND LATER	\$0.00]

## DATA SECTION ADDITIONAL PROTECTION BENEFIT RIDER

SUM INSURED: \$[200,000.00]

POLICY NUMBER: [LS9876543] INSURED: [ETHAN ALLEN] RIDER EFFECTIVE DATE: [JULY 1, 2011]

MONTHLY EXPENSE CHARGE PER THOUSAND: \$[0.010]

#### **GUARANTEED BASIS OF CALCULATIONS**

ACCUMULATED VALUE INTEREST RATE: 0.20598% COMPOUNDED MONTHLY, WHICH IS EQUIVALENT TO 2.50% COMPOUNDED PER YEAR

MORTALITY TABLE: COMMISSIONERS 2001 CSO ULTIMATE [NON-SMOKER] AGE NEAREST BIRTHDAY

THE INSURED HAS BEEN CLASSIFIED [STANDARD NON-TOBACCO]

POLICY YEARS FOR THIS RIDER ARE MEASURED FROM THE RIDER EFFECTIVE DATE.

## DATA SECTION ADDITIONAL PROTECTION BENEFIT RIDER

SUM INSURED: \$[200,000.00]

POLICY NUMBER: [LS9876543] INSURED: [ETHAN ALLEN] RIDER EFFECTIVE DATE: [JULY 1, 2011]

# TABLE OF GUARANTEED MAXIMUM COST OF ADDITIONAL PROTECTION BENEFIT RATES (PER \$1,000 OF NET AMOUNT OF RISK OF ADDITIONAL COVERAGE BENEFIT PER MONTH)

ATTAINED		ATTAINED		ATTAINED	
AGE	RATE	AGE	RATE	AGE	RATE
[35	0.08755	65	1.22385	95	22.59883
36	0.09256	66	1.34332	96	24.55392
37	0.09756	67	1.46638	97	26.70183
38	0.10424	68	1.59985	98	27.88683
39	0.11008	69	1.73866	99	29.59716
40	0.11759	70	1.90505	100	31.84722
41	0.12677	71	2.09235	101	34.04178
42	0.13762	72	2.33420	102	36.60255
43	0.15098	73	2.58974	103	39.60097
44	0.16601	74	2.86083	104	43.12057
45	0.18439	75	3.15805	105	47.20895
46	0.20110	76	3.48344	106	51.76130
47	0.22115	77	3.85838	107	56.82753
48	0.23369	78	4.29504	108	62.38782
49	0.24874	79	4.79624	109	68.68356
50	0.26880	80	5.34445	110	75.75322
51	0.29222	81	5.98839	111	83.33333
52	0.32234	82	6.67043	112	83.33333
53	0.35582	83	7.39888	113	83.33333
54	0.39686	84	8.20834	114	83.33333
55	0.44629	85	9.11819	115	83.33333
56	0.49744	86	10.09483	116	83.33333
57	0.55198	87	11.23311	117	83.33333
58	0.60151	88	12.45482	118	83.33333
59	0.65612	89	13.75173	119	83.33333
60	0.72087	90	15.06753	120	83.33333]
61	0.79914	91	16.13555		
62	0.89266	92	17.38188		
63	0.99727	93	18.85740		
64	1.10709	94	20.57378		

#### BALANCE SHEET BENEFIT RIDER

PERCENTAGE OF SURRENDER CHARGES TO BE WAIVED: [25]%\*

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

FACE AMOUNT: \$[100,000.00]

TABLE OF GUARANTEED MONTHLY BALANCE SHEET BENEFIT RIDER RATES (PER \$1000 OF FACE AMOUNT)

<u>ATTAINED AGES</u>	<u>RATE</u>
[35-44]	\$[0.40]

\*SEE SURRENDER CHARGE SCHEDULE FOR APPLICABLE CHARGE AMOUNT

#### DEATH BENEFIT PROTECTION RIDER

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

DEATH BENEFIT PROTECTION INTEREST RATE: 5.00%

THE DEATH BENEFIT PROTECTION PERIOD IS IN EFFECT THROUGH [ JUNE 30, 2036]

#### INTEREST CREDITING STRATEGIES RIDER

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

AS OF THE EFFECTIVE DATE, THE FOLLOWING RATES ARE APPLICABLE TO INTEREST CREDITING STRATEGIES TO WHICH YOU MAY DIRECT YOUR PREMIUM. THESE RATES ARE IN EFFECT UNTIL FURTHER NOTICE.

FIXED-TERM STRATEGY

FIXED-TERM SEGMENT LENGTH: 1 YEAR

MINIMUM FIXED-TERM SEGMENT INTEREST RATE: 2.50% ANNUAL EFFECTIVE RATE INITIAL FIXED-TERM SEGMENT INTEREST RATE: [5.50]% ANNUAL EFFECTIVE RATE

INDEXED STRATEGY 1 – POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
INITIAL PARTICIPATION RATE: [100]%
GUARANTEED MINIMUM PARTICIPATION RATE: 100%
INITIAL INDEX EARNINGS CAP: [13.50]%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.1%

INDEXED STRATEGY 2 - POINT TO POINT

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM: 1 YEAR
INITIAL PARTICIPATION RATE: [140]%
GUARANTEED MINIMUM PARTICIPATION RATE: 110%
INITIAL INDEX EARNINGS CAP: [12.00]%
GUARANTEED MINIMUM INDEX EARNINGS CAP: 3.0%

INDEXED STRATEGY 3 - POINT TO POINT

8993(0911)

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR
INITIAL PARTICIPATION RATE: [65]%
GUARANTEED MINIMUM PARTICIPATION RATE: 25%
INITIAL INDEX EARNINGS CAP NO CAP

#### INTEREST CREDITING STRATEGIES RIDER

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEX: STANDARD & POOR'S 500 INDEX

INDEXED TERM 1 YEAR
INITIAL PARTICIPATION RATE: [120]%
GUARANTEED MINIMUM PARTICIPATION RATE: 30%
INITIAL INDEX EARNINGS CAP NO CAP

#### **DEDUCTION HIERARCHY:**

FIXED-TERM STRATEGY

INDEXED STRATEGY 4 – POINT TO AVERAGE

INDEXED STRATEGY 1 – POINT TO POINT

INDEXED STRATEGY 2 – POINT TO POINT

INDEXED STRATEGY 3 – POINT TO POINT

INDEX-LINKED RETURNS DO NOT INCLUDE THE PORTION OF RETURNS GENERATED BY THE UNDERLYING INDEX THAT COMES FROM DIVIDENDS.

THE ELEMENTS USED IN DETERMINING THE CREDITED RATE FROM THE INDEX ARE NOT GUARANTEED AND CAN BE CHANGED BY THE COMPANY, SUBJECT TO THE GUARANTEES IN THE POLICY AND THAT ANY SUCH CHANGES CAN AFFECT THE RETURN.

#### OTHER INSURED RIDER

COVERAGE AMOUNT: [\$100,000.00] POLICY NUMBER: [LS9876543]

INSURED: [EDNA ALLEN]

ISSUE AGE: [35]

RATE CLASS: [NON-TOBACCO]

EFFECTIVE DATE: [JULY 1, 2011]
RIDER TERMINATION DATE: [JUNE 30, 2076]

## TABLE OF MONTHLY GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER \$1,000 OF COVERAGE AMOUNT)

AGE   AGE   AGE   AGE     [35	ATTAINED	<u>RATE</u>	ATTAINED	<u>RATE</u>	ATTAINED	<u>RATE</u>
36         0.09250         65         1.21550         94         19.43067           37         0.09717         66         1.33383         95         21.02800           38         0.10383         67         1.45500         96         22.50317           39         0.11017         68         1.58617         97         24.06250           40         0.11733         69         1.72317         98         25.38683           41         0.12650         70         1.88700         99         26.94833]           42         0.13783         71         2.07100         99         26.94833]           43         0.15083         72         2.30750         44         0.16617         73         2.55783           45         0.18383         74         2.82267         46         0.20117         75         3.11267           47         0.22050         76         3.42917         48         0.23350         77         3.79400           49         0.24817         78         4.21717         50         0.26817         79         4.70183           51         0.29133         80         5.23183         52         0.32183         81 <td><u>AGE</u></td> <td></td> <td><u>AGE</u></td> <td></td> <td><u>AGE</u></td> <td></td>	<u>AGE</u>		<u>AGE</u>		<u>AGE</u>	
37         0.09717         66         1.33383         95         21.02800           38         0.10383         67         1.45500         96         22.50317           39         0.11017         68         1.58617         97         24.06250           40         0.11733         69         1.72317         98         25.38683           41         0.12650         70         1.88700         99         26.94833]           42         0.13783         71         2.07100         43         0.15083         72         2.30750           44         0.16617         73         2.55783         45         0.18383         74         2.82267           46         0.20117         75         3.11267         47         0.22050         76         3.42917           48         0.23350         77         3.79400         49         0.24817         78         4.21717           50         0.26817         79         4.70183         51         0.29133         80         5.23183           51         0.29133         80         5.23183         52         0.32183         81         5.84917           53         0.35483         82	-					
38       0.10383       67       1.45500       96       22.50317         39       0.11017       68       1.58617       97       24.06250         40       0.11733       69       1.72317       98       25.38683         41       0.12650       70       1.88700       99       26.94833]         42       0.13783       71       2.07100       2.30750         44       0.16617       73       2.55783       44         45       0.18383       74       2.82267       46       0.20117       75       3.11267         47       0.22050       76       3.42917       48       0.23350       77       3.79400         49       0.24817       78       4.21717       50       0.26817       79       4.70183         51       0.29133       80       5.23183       52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74						
39       0.11017       68       1.58617       97       24.06250         40       0.11733       69       1.72317       98       25.38683         41       0.12650       70       1.88700       99       26.94833]         42       0.13783       71       2.07100         43       0.15083       72       2.30750         44       0.16617       73       2.55783         45       0.18383       74       2.82267         46       0.20117       75       3.11267         47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>						
40       0.11733       69       1.72317       98       25.38683         41       0.12650       70       1.88700       99       26.94833]         42       0.13783       71       2.07100         43       0.15083       72       2.30750         44       0.16617       73       2.55783         45       0.18383       74       2.82267         46       0.20117       75       3.11267         47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59						
41       0.12650       70       1.88700       99       26.94833]         42       0.13783       71       2.07100         43       0.15083       72       2.30750         44       0.16617       73       2.55783         45       0.18383       74       2.82267         46       0.20117       75       3.11267         47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89						
42       0.13783       71       2.07100         43       0.15083       72       2.30750         44       0.16617       73       2.55783         45       0.18383       74       2.82267         46       0.20117       75       3.11267         47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817						
43       0.15083       72       2.30750         44       0.16617       73       2.55783         45       0.18383       74       2.82267         46       0.20117       75       3.11267         47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483 <td></td> <td></td> <td></td> <td></td> <td>99</td> <td>26.94833]</td>					99	26.94833]
44       0.16617       73       2.55783         45       0.18383       74       2.82267         46       0.20117       75       3.11267         47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483						
45       0.18383       74       2.82267         46       0.20117       75       3.11267         47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	43	0.15083		2.30750		
46       0.20117       75       3.11267         47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	44	0.16617	73	2.55783		
47       0.22050       76       3.42917         48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	45	0.18383	74	2.82267		
48       0.23350       77       3.79400         49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	46	0.20117	75	3.11267		
49       0.24817       78       4.21717         50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	47	0.22050	76	3.42917		
50       0.26817       79       4.70183         51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	48	0.23350	77	3.79400		
51       0.29133       80       5.23183         52       0.32183       81       5.84917         53       0.35483       82       6.49950         54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	49	0.24817	78	4.21717		
52     0.32183     81     5.84917       53     0.35483     82     6.49950       54     0.39550     83     7.19283       55     0.44467     84     7.96033       56     0.49567     85     8.81867       57     0.55033     86     9.74583       58     0.59900     87     10.80350       59     0.65367     88     11.93250       60     0.71800     89     13.12550       61     0.79517     90     14.34817       62     0.88800     91     15.42483	50	0.26817	79	4.70183		
53     0.35483     82     6.49950       54     0.39550     83     7.19283       55     0.44467     84     7.96033       56     0.49567     85     8.81867       57     0.55033     86     9.74583       58     0.59900     87     10.80350       59     0.65367     88     11.93250       60     0.71800     89     13.12550       61     0.79517     90     14.34817       62     0.88800     91     15.42483	51	0.29133	80	5.23183		
54       0.39550       83       7.19283         55       0.44467       84       7.96033         56       0.49567       85       8.81867         57       0.55033       86       9.74583         58       0.59900       87       10.80350         59       0.65367       88       11.93250         60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	52	0.32183	81	5.84917		
55     0.44467     84     7.96033       56     0.49567     85     8.81867       57     0.55033     86     9.74583       58     0.59900     87     10.80350       59     0.65367     88     11.93250       60     0.71800     89     13.12550       61     0.79517     90     14.34817       62     0.88800     91     15.42483	53	0.35483	82	6.49950		
56     0.49567     85     8.81867       57     0.55033     86     9.74583       58     0.59900     87     10.80350       59     0.65367     88     11.93250       60     0.71800     89     13.12550       61     0.79517     90     14.34817       62     0.88800     91     15.42483	54	0.39550	83	7.19283		
57     0.55033     86     9.74583       58     0.59900     87     10.80350       59     0.65367     88     11.93250       60     0.71800     89     13.12550       61     0.79517     90     14.34817       62     0.88800     91     15.42483	55	0.44467	84	7.96033		
58     0.59900     87     10.80350       59     0.65367     88     11.93250       60     0.71800     89     13.12550       61     0.79517     90     14.34817       62     0.88800     91     15.42483	56	0.49567	85	8.81867		
59     0.65367     88     11.93250       60     0.71800     89     13.12550       61     0.79517     90     14.34817       62     0.88800     91     15.42483	57	0.55033	86	9.74583		
60       0.71800       89       13.12550         61       0.79517       90       14.34817         62       0.88800       91       15.42483	58	0.59900	87	10.80350		
61 0.79517 90 14.34817 62 0.88800 91 15.42483	59	0.65367	88	11.93250		
62 0.88800 91 15.42483	60	0.71800	89	13.12550		
62 0.88800 91 15.42483						
			91			
	63	0.99117	92	16.62600		

#### RIDER FOR WAIVER OF MONTHLY DEDUCTIONS

POLICY NUMBER: [LS9876543]

INSURED: [ETHAN ALLEN]

EFFECTIVE DATE: [JULY 1, 2011]

## TABLE OF MONTHLY GUARANTEED MAXIMUM COST OF INSURANCE RATES (PER DOLLAR OF MONTHLY DEDUCTION)

ATTAINED	
<u>AGE</u>	<b>RATE</b>
[35	0.0739
36	0.0746
37	0.0753
38	0.0760
39	0.0767
40	0.0774
41	0.0781
42	0.0788
43	0.0795
44	0.0802
45	0.0803
46	0.0825
47	0.0862
48	0.0908
49	0.0951
50	0.0986
51	0.1029
52	0.1074
53	0.1132
54	0.1292
55	0.1487
56	0.1729
57	0.1921
58	0.2131
59	0.2357
60	0.0689
61	0.0629
62	0.0539
63	0.0518
64	0.0608]

8997(0911)

SERFF Tracking #: NALF-128829540 State Tracking #: Company Tracking #: 20153(0413)

State: Arkansas Filing Company: Life Insurance Company of the Southwest

TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.101 External Indexed - Single Life

Product Name:LSW LIBR for IUL (Filing B)Project Name/Number:Bundle1-13 (Filing B)/20153(0413)

## **Supporting Document Schedules**

		Item Status:	Status Date:
Satisfied - Item:	Flesch Certification		
Comments:			
Attachment(s):			
AR ReadCert.pdf			
		Item Status:	Status Date:
Satisfied - Item:	Third Party Authorization		
Comments:			
Attachment(s):			
Sawyer Third Party Auth	orization Letter 2013.pdf		
		Item Status:	Status Date:
Satisfied - Item:	Responsible Officer Certification		
Comments:			
Attachment(s):			
RespOfficerCert LSW.pd	lf		
		Item Status:	Status Date:
Satisfied - Item:	Sample Illustration		
Comments:	Sample Illustrations attached for Products 1, 2,	3 & 4.	
Attachment(s):			
secureplus advantage 79	9.pdf		
secureplus paragon.pdf			
secureplus provider.pdf			
lsw flexlife.pdf			
		Item Status:	Status Date:

PDF Pipeline for SERFF Tracking Number NALF-128829540 Generated 01/15/2013 10:56 AM

Company Tracking #: SERFF Tracking #: NALF-128829540 State Tracking #: 20153(0413) Filing Company: Life Insurance Company of the Southwest State: Arkansas TOI/Sub-TOI: L09I Individual Life - Flexible Premium Adjustable Life/L09I.101 External Indexed - Single Life Product Name: LSW LIBR for IUL (Filing B) Bundle1-13 (Filing B)/20153(0413) Project Name/Number: Satisfied - Item: Statement of Variability Attached. Comments: Attachment(s): SOV ADV79.pdf SOV PRGN.pdf SOV PRVR.pdf SOV LIBR3 LSW.pdf

## Life Insurance Company of the Southwest Certification of Readability

We certify that, to the best of our knowledge and belief, each of the forms listed below meets the minimum reading ease score required by Arkansas Statute Annotated Section 66-3251 through 66-3258, cited as the Life and Disability Insurance Policy Language Simplification Act.

	<u>Form Number</u>	<u>Flesch Score</u>
	20153(0413)	67.0
		Eljacte MacJou
January 4, 2013		
Date		Elizabeth MacGowan,
		Designated Representative

## National Life Insurance Company® Life Insurance Company of the Southwest™



Wade H. Mayo

January 2, 2013

To Whom It May Concern:

This letter is to authorize **Susan Sawyer**, Policy Forms Analyst, of National Life Insurance Company, Montpelier, Vermont, as a **Designated Representative** of Life Insurance Company of the Southwest to submit product filings on their behalf.

All questions and comments regarding this filing should first be addressed to Mrs. Sawyer. I stand ready, however, to answer for Life Insurance Company of the Southwest directly should that need arise.

Mrs. Sawyer may be contacted at:

National Life Insurance Company One National Life Drive Montpelier, Vermont 05604 Phone: 802-229-7387

Fax: 802-229-3743

Life Insurance Company of the Southwest thanks you for your consideration in this matter.

Wade H. Mayo

President & Chief Executive Officer

Life Insurance Company of the Southwest

## Life Insurance Company of the Southwest

## Responsible Officer Certification To Accompany Policy Form Submissions

Regarding:

20153(0413), Lifetime Income Benefit Rider

- I, Michael B. Richardson, am Second Vice-President of Proposal Design at National Life Insurance Company (of which Life Insurance Company of the Southwest is a subsidiary). My responsibilities include life insurance illustrations, and I am an officer of the Company.
  - 1. Life Insurance Company of the Southwest will provide its agents with disclosure information about the expense allocation method used in the product illustrations for the policy forms referenced above.
  - 2. The scales used in insurer authorized illustrations are those scales certified by the illustration actuary.

3. Policies applied for in this state have illustrations that meet the format requirements of the / illustration regulation. /

nustration regulation.

Michael B. Richardson

Second Vice-President – Proposal Design

Responsible Officer for Life Insurance Company of the Southwest

Responsible Officer Certification for Submission Updated 08/16/2011

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79 \$100,000

\$100,000 Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Agent address: 1 National Life Drive Montpelier, Vermont 05604 802 229-3333

SecurePlus Advantage 79 is a flexible premium, adjustable death benefit individual life insurance policy, commonly referred to as Universal Life. It features indexed crediting options.

This illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur and actual results may be more or less favorable than those shown.

Accelerated Benefits Rider 1 allows for the payment of a portion of an insured's death benefit if the insured is terminally ill. Terminally ill means that the insured has been certified by a physician as having an illness or chronic condition which can reasonably be expected to result in death in 24 months or less. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 2 allows for the payment of a portion of an insured's death benefit if the insured is chronically ill. Chronically ill means that the insured has been certified by a licensed health care practitioner as being unable to perform 2 out of 6 activities of daily living or is cognitively impaired. The activities of daily living are bathing, continence, dressing, eating, toileting, and transferring. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 3 allows for the payment of a portion of the insured's death benefit if the insured experiences a qualifying event covered under the rider. Subject to state approval, the qualifying events may include: heart attack, stroke, diagnosis of cancer, diagnosis of end stage renal failure, major organ transplant, diagnosis of ALS, and blindness. Please see the rider for a complete list of the qualifying events covered. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit SecurePlus Advantage 79

Amount \$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

Male

Lifetime Income Benefit Rider [Form Series 20153] provides a benefit for the life of the insured in exchange for a charge from the accumulated value and provided that certain conditions are met. Conditions include but are not limited to the following: the insured must be at least age 60 but no greater than age 85; and the policy must have been in force for at least 10 years or at least 10 years have passed since the last face amount increase, whichever is later; and any outstanding policy loans must be repaid in full. The benefit payments are deducted from the accumulated value through policy loans until a minimum threshold is met. Once the minimum threshold is met, the following events occur: the benefit payments will continue to be paid for the life of the insured; a one time charge will be deducted from the cash surrender value; all other monthly deductions will be terminated; and the net death benefit and cash surrender value will continue to be reduced by the benefit payments until they reach respective minimum floors. The benefit payments will become taxable once the minimum threshold is met if the policy is not a Modified Endowment contract. All benefit payments will be taxable on Modified Endowment contracts. Policy owners should consult with their tax advisors to better understand the tax implications. Please consult the rider form for more details.

Overloan Protection Rider, when exercised under certain conditions, will prevent the policy from lapsing due to the outstanding policy loan exceeding the Accumulated Value less the Surrender Charge. Limitations apply to exercising the Overloan Protection Rider, which include that the policy be in force at least 15 years and the insured having attained the age of 75. Exercising the rider results in a paid-up policy. There is no cost for this optional rider, however, there is a fee when the rider is exercised.

Interest Crediting Strategies Rider provides SecurePlus Advantage 79 with Basic Strategies, a Fixed-Term Strategy and Multiple Indexed Strategies.

Systematic Allocation Rider allows Net Premiums in excess of the Basic Strategy Minimum Value and meeting a minimum threshold to be transferred to a systematic allocation account that automatically transfers each month one twelfth of this amount to new Indexed Segments.

Definitions of key terms and column headings:

Age - The insured's age at nearest birthday.

Policy Year - The year of the policy for which information is being illustrated.

Planned Premium - The annual premium that is required under the illustrated policy.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Planned Annual Surrender - The annual amount withdrawn from the policy. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more or less than illustrated.

Planned Annual Loan - The annual amount of money borrowed from the policy. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more of less than illustrated.

Planned Lifetime Income Benefit - The annual amount of proceeds received from the Lifetime Income Benefit Rider. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more or less than illustrated.

Weighted Average Interest Rate - The weighted average interest rate is used to compute current policy values. This rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other strategies described in the illustration.

Accumulated Loan Amount End Year - The sum of all planned annual loans including unpaid loan interest.

Accumulated Value End Year - The policy equity at the end of the policy year, before deductions for any applicable surrender charges less any outstanding loans and loan interest

Cash Surrender Value End Year - The policy equity at the end of the policy year, after deductions for any applicable surrender charges and any outstanding loans and loan interest.

Death Benefit End Year - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. It may include dividends, interest and mortality credits which are not guaranteed.

Total Level Guideline Premium - The sum of the guideline level premiums calculated for the current policy year and each prior year. It is a level premium calculated at issue based on policy guarantees and an interest rate not less than 4% as specified in IRC section 7702.

Total Single Guideline Premium - The sum of the guideline single premium calculated for the current policy year and each prior year. It is calculated at issue based on policy guarantees and an interest rate not less than 6% as specified in IRC section 7702.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Male

SecurePlus Advantage 79

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

Total Maximum Guideline Premium - The larger of the numbers in the total guideline level and the total guideline single premium columns. For a policy to qualify as life insurance, the sum of all premiums paid in the current and prior policy years cannot exceed the amount shown in this column for the current year. This must be true in every policy year.

Total Premium - The MEC total premium for any policy year is the sum of the premiums paid into the policy in the current policy year and prior policy years that are used to determine the MEC status of the policy.

MEC Total 7 Pay Premium - The MEC total 7 pay premium for any policy year is the sum of the annual payments calculated under IRC Section 7702A (the seven pay premium) for this and all prior policy years that determine whether or not the contract is a modified endowment contract (MEC). Upon the first occurrence of a number in the MEC total premium column exceeding the number for the same policy year in this column, the policy will become a MEC. Distributions other than death proceeds from a MEC, including policy loans and partial surrenders of funds will be treated as taxable gain received first and recovery of premium second. In addition to regular income tax, a 10% federal tax penalty is applicable to any taxable distribution from the MEC before the insured reaches age 59 ½. This includes policy terminations.

Guaranteed Annual Cash Flow - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on guaranteed values.

Guaranteed End Year Net Cash Value - The guaranteed equity at the end of the policy year less any outstanding policy loans, loan interest, and applicable surrender charges.

Guaranteed End Year Net Death Benefit - The guaranteed death benefit at the end of the policy year less any policy loans, loan interest and applicable surrender charges.

Current Annual Cash Flow\* - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the current interest rate and charges.

Averaged Annual Cash Flow\* - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

Averaged Net Equity End Year\* - The entire policy equity at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Male

SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Averaged Net Death Benefit End Year\* - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

Annual Planned Payments of \$2,631.00 have been assumed to be received at the beginning of each billing period.

All values shown are end of policy year values.

A surrender charge is assessed on full surrender of a policy in the first five policy years from the date of issue or the date of an increase in face amount. The cash surrender values in this proposal reflect applicable surrender charges. Partial withdrawals are available if the policy has positive cash surrender value. The accumulated value of the policy will be reduced by the sum of the partial withdrawal and the withdrawal fee of \$25.

The Guaranteed Basis uses an interest rate and maximum monthly deductions guaranteed by the Company. It is the most conservative basis used for the calculation of illustrated values.

The policy as illustrated using Current Basis A will provide coverage for the lifetime of the insured based on the Current Basis A interest rates and the current charges by the Company.

The policy as illustrated using Current Basis B will provide coverage for the lifetime of the insured based on the Current Basis B interest rates and the current charges by the Company.

The policy as illustrated on an average basis will provide coverage for 43 years based on the average interest rates credited and the average charges by the Company. The average interest rates are the average of the guaranteed interest rate and the Current Basis B illustrated interest rates. The average charges are the average of guaranteed charges and current charges.

The policy as illustrated on a guaranteed basis will provide coverage for 12 policy years based on the guaranteed interest rate credited and the guaranteed charges by the Company. Coverage will then terminate unless a higher premium is paid.

The maximum level premium that can be paid into this policy based on Section 7702 of the Internal Revenue Code is \$1,643.00.

#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

Amount SecurePlus Advantage 79

\$100,000 Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

The following is a statement of costs and benefits for the SecurePlus Advantage 79 policy illustrated on the following pages. The Net Payment Index shows your average annual outlay per \$1000 of Death Benefit. The Surrender Cost Index is the average annual amount of each planned premium that is not returned if the policy is surrendered for its cash value at the end of the year cited.

#### INTEREST ADJUSTED COST INDEXES AT 5%

#### CURRENT BASIS B

	YEAR 10	YEAR 20
Net Payment	\$22.60	\$17.89
Surrender Cost	\$9.33	\$4.36
GUARANTEED BASIS		
	YEAR 10	YEAR 20
Net Payment	\$22.60	\$19.69
Surrender Cost	\$19.22	\$19.69

An explanation of the intended use of the above cost indexes is provided in the Life Insurance Buyer's Guide.

Variable Policy Loan Rate: A policy loan annual percentage interest rate of 4.00%, applied in arrears, is shown in this illustration. This rate may not reflect actual policy loan interest rates which depend on the month a policy was issued and are subject to change annually, based on the then current Moody's Corporate Bond Index.

This illustration reflects the Fixed Net Cost Loan Option being selected.

Please Note: This illustration may reflect a non-guaranteed assumed interest rate that exceeds the Variable Loan Rate. This outcome is favorable and is not guaranteed. Actual results may be more or less favorable. Less favorable results may significantly reduce both policy values and the size of distributions available to the policyholder, particularly when Variable Net Cost Loans are utilized. Current Basis A reflects projected values under the assumption that the non-guaranteed assumed interest rate equals the Variable Loan Rate. This represents a less favorable scenario for the policyholder. This second projection is useful as a point of comparison.

Please Note: The illustrated values that make up this ledger proposal should not be regarded as an offer nor as a contract to insure. If the presentation, of which this ledger is a part results in a policy being issued with different illustrated values than those in this ledger, the actual values illustrated with the policy shall control.

#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79 \$100,000

\$100,000 Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

**Tax Treatment:** The Company will report any eligible distributions, under any accelerated benefits rider, subject to existing IRS guidance and facts at the time of distribution. However, proper tax treatment for any accelerated benefits you receive under this insurance contract depends on a number of factors. These factors include, among others, the provisions of the law, the terms of the contract, and your personal situation at the time payments are made. These factors may permit some or all of the payments to be excluded from income or may require some or all the payments to be included in income for tax purposes. You should consult with your own tax advisor in deciding how to report the payments.

#### Lifetime Income Benefit Rider

The Lifetime Income Benefit Rider provides a benefit if certain conditions are met and the rider is exercised. After excercise, the rider guarantees a benefit payment for the life of the insured in exchange for a monthly charge from the accumulated value.

Conditions for exercising the rider include, but are not limited to:

- The insured must have attained age 60 but no greater than attained age 85
- The policy must have been inforce for at least 10 years or at least 10 years has passed since the last face amount increase, whichever is later; and
- Any outstanding policy loans must be repaid in full; and
- The policy's death benefit ratio is less than or equal to the maximum death benefit ratio, where:
  - The death benefit ratio is equal to the death benefit at the time of exercise divided by the accumulated value at the time of excercise; and
  - The maximum death benefit ratio is the highest death benefit ratio allowed to excercise this rider; and
- All outstanding loans have been repaid in full and
- Benefit payments are greater than or equal to \$100.

Benefit payments are funded via policy loans, which will reduce the policy's cash value and death benefit. The policyholder cannot request additional withdrawals or policy loans during the benefit payment period. Once a minimum threshold value is reached, a one time charge will be applied against the accumulated value and the rider will continue to provide the guaranteed lifetime income benefit. While values may still be deducted from the policy, the death benefit will never be reduced to less than \$15,000 and the cash surrender value not less than \$1,000.

After the minimum policy value is reached, the tax treatment of the income benefit payments may be considered taxable income. For Modified Endowment Contracts, all income benefit payments received may be considered taxable income. Policyowners should consult with their tax advisors to better understand the tax implications for their particular circumstances.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79

\$100,000 Option A (Level) State - TX

See Summary of Additional Benefits for information on any riders.

#### Lifetime Income Benefit Rider (continued)

The Owner may choose, at the end of the Accumulation Period, between a Level Payout Option or an Increasing Payout Option. The Payout option selected may not be changed after the rider has been exercised. This illustration assumes the Level Payout Option has been elected.

The Level Payout Option provides for a Guaranteed Income Payment that remains level, subject to Income Base increases. The Guaranteed Income Payment with the Level Payout Option starts at a higher amount than that available with the Increasing Payout Option but is not subject to the annual increase that is applied with the Increasing Payout Option.

The Increasing Payout Option provides for a Guaranteed Income Payment that will increase, on every rider anniversary, by an adjustment amount equal to the Increasing Adjustment. The Increasing Payout Option is also subject to Income Base increases. The Increasing Adjustment is equal to the Guaranteed Income Payment for the prior year multiplied by the Annual Increase Percentage currently equal to 3.0%.

This rider includes a ratchet feature. The ratchet feature resets the income base at the end of every 5th Lifetime Income Benefit anniversary during the income period. At that time if the cash surrender value is higher than it was on the previous recalculation date, the income base will be increased to equal the higher cash surrender value. The benefit payments will then be recalculated using the adjusted income base. If the cash surrender value is lower than it was on the previous recalculation date, the income base will not be reduced.

Once the rider is exercised, no additional premiums can be paid into the contract or the rider will terminate. Exercising the Lifetime Income Benefit Rider may reduce or terminate other rider benefits. National Life reserves the right to charge a processing fee for modal income benefit payments, which may be monthly, quarterly, semi-annually or annually. There is no additional charge for the rider prior to exercising it. Please read the rider information carefully before exercising the rider.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79 \$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

#### **Indexed Strategies**

This product is a life insurance product and does not represent an investment in the stock market.

This product features a fixed crediting strategy and five indexed crediting strategies. The following is a summary of the characteristics of the indexed crediting strategies that are available in this policy. Please refer to the policy for complete details. In the event of any conflict, the policy language will control.

This policy features five distinct indexed crediting strategies, Indexed Strategy 1, which uses a S&P 500® point-to-point crediting method, Indexed Strategy 2, which uses a S&P 500<sup>®</sup> point-to-point crediting method with a focus on the Participation Rate, Indexed Strategy 3, which uses a S&P 500<sup>®</sup> point-to-point crediting method with no Earnings Cap, Indexed Strategy 4, which uses a S&P 500<sup>®</sup> point-to-average crediting method with no Earnings Cap, and Indexed Strategy 5, which uses a MSCI Emerging Markets point-to-point crediting method.

For Indexed Strategies 1, 2, 3, and 5 the Annual Index Growth is calculated as the percentage increase in the Index, if any, from one segment anniversary to the next segment anniversary.

For Indexed Strategy 4, the daily average value of the Index is calculated for the period covering one segment anniversary to the next segment anniversary. The Annual Index Growth is calculated as the percentage increase in the daily average value, if any, over the Index value on the preceding segment anniversary.

Each transfer to an indexed strategy creates a distinct Indexed Segment with a segment length of one year. Index Earnings are credited to each Indexed Segment on the annual segment anniversary. Index Earnings are not calculated or credited between segment anniversaries. Each Indexed Segment will have a Participation Rate and an Index Earnings Cap, which are determined in advance for each twelve-month period and are subject to change on each segment anniversary.

The Index Earnings for an Indexed Segment on the segment anniversary are calculated as the Annual Index Growth for the segment, multiplied by the segment's Participation Rate, with this product adjusted so that it is no less than 0% and no greater than the segment's Index Earnings Cap.

At the end of the one-year segment length, the value in that segment is transferred to the Basic Strategy for automatic reallocation using the strategy allocation in force at that time. This strategy allocation may be changed by the Owner upon request.

The Indexes for these strategies will be the S&P 500<sup>®</sup> Index and MSCI Emerging Markets Index, excluding dividends. The Annual Index Growth for an Indexed Segment is calculated on the segment anniversary based on the performance of the Index.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79 \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

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Certain features of this contract may be indexed to an MSCI Index. This contract is not sponsored, endorsed, sold or promoted by MSCI, Inc. and MSCI bears no liability with respect to any such contracts. A more detailed description of the limited relationship MSCI has with Life Insurance Company of the Southwest accompanies the contract. The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. The MSCI Emerging Markets Index consists of the following 21 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

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Benefit Amount SecurePlus Advantage 79 \$100,000

\$100,000 C

Option A (Level)

State - TX

Male

See Summary of Additional Benefits for information on any riders.

The historical rates shown below were based on the Average Rate of Return for the S&P 500<sup>®</sup> and MSCI Emerging Markets computed backwards from 12/21/2012 for the number of years indicated and adjusted by the cap, floor, and participation rates for each of the Index Strategies as indicated on the following page.

The actual credited rate for each policy year will vary based on the actual change in the index. These figures do not represent actual interest that would have been credited because the Participation rate and Cap would have changed over time and actual results would have been different. There are administrative, cost of insurance and other charges associated with the SecurePlus Advantage 79 IUL policy. The historical returns by strategy do not reflect these charges. It is not meant to predict future performance. It is not possible to know in advance what the actual credited rate will be.

#### Hypothetical Returns by Strategy

	S&P 500® Indexed Strategy 1	S&P 500® Indexed Strategy 2	S&P 500® Indexed Strategy 3	S&P 500® Indexed Strategy 4	MSCI EM Indexed Strategy 5
5-Year Average Rate of Return	5.80%	5.60%	6.00%	6.30%	5.80%
10-Year Average Rate of Return	7.10%	7.30%	6.30%	6.20%	8.00%
20-Year Average Rate of Return	7.50%	7.50%	7.40%	7.00%	6.30%
Historical Average Rate of Return*	8.10%	8.00%	7.90%	7.50%	6.90%
Maximum Illustrated Rate**	8.10%	8.00%	7.90%	7.50%	6.90%

<sup>\*</sup>The historical period for S&P 500<sup>®</sup> is from 1984 to 12/21/2012. The historical period for MSCI Emerging Markets is from 1988 to 12/21/2012.

<sup>\*\*</sup> The maximum illustrated interest rate for each strategy is based upon the historical performance, from the inception date of the S&P 500<sup>®</sup> and MSCI Emerging Markets to 12/21/2012 and adjusted for the current Participation Rate and Index Earnings Cap - if applicable - per Strategy as indicated on the following page.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Amount

State - TX

SecurePlus Advantage 79

Benefit

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

The chart below reflects the current and guaranteed cap rates and participation rates and maximum illustration rate for each Indexed Strategy. The current rates are not guaranteed and are subject to change, but will never be lower than the guaranteed rates.

#### Indexed Crediting Method

	S&P 500® Indexed Strategy 1	S&P 500® Indexed Strategy 2	S&P 500® Indexed Strategy 3	S&P 500® Indexed Strategy 4	MSCI EM Indexed Strategy 5
Current Cap Rate	13.00%	11.50%	No Cap	No Cap	11.50%
Guaranteed Cap Rate	3.10%	3.00%	No Cap	No Cap	3.00%
Current Participation Rate	100.00%	140.00%	63.00%	115.00%	100.00%
Guaranteed Participation Rate	100.00%	110.00%	25.00%	30.00%	100.00%
Maximum Illustration Rate	8.10%	8.00%	7.90%	7.50%	6.90%

The illustrated assumed interest rates cannot exceed the maximum illustration rates allowed by the company, as shown above. The maximum illustration rates, for Indexed Strategies 1, 2, 3, and 4 are based on applying the current cap rates and participation rates to the S&P 500<sup>®</sup> Index historical performance from 1984 through 2012. The maximum illustration rate, for Indexed Strategy 5 is based on applying the current cap rate and participation rate to the MSCI Emerging Markets Index historical performance from 1988 through 2012. The historical performance of the S&P 500<sup>®</sup> and MSCI Emerging Markets Indexes should not be considered a representation of past or future performance for any of the Indexed Strategies available in this policy, nor is it an estimate of the returns that a policyholder can expect based on the current caps and participation rates. The future rate credited for any of these strategies may be less than or greater than the non-guaranteed assumed interest rates used in this illustration.

### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

#### Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount Male

SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

#### Non-Guaranteed Assumed Interest Rate Disclosure

	Initial	Current Basis A	Current Basis B
Strategy	Allocation	Interest Rate	Interest Rate
Basic Strategy		5.25%	5.25%
Fixed-Term Strategy	0%	5.25%	5.25%
Indexed Strategy 1, S&P 500 <sup>®</sup> point-to-point	100%	4.00%	8.10%
Indexed Strategy 2, S&P 500® point-to-point with Participation Rate Focus	us 0%	4.00%	8.00%
Indexed Strategy 3, S&P 500 <sup>®</sup> point-to-point no Cap	0%	4.00%	7.90%
Indexed Strategy 4, S&P 500® point-to-average with no Cap	0%	4.00%	7.50%
Indexed Strategy 5, MSCI Emerging Markets point-to-point	0%	4.00%	6.90%

For illustrative purposes, a weighted average interest rate is used to compute policy values. This weighted average interest rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other six strategies indicated above.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

## Statement of Policy Cost and Benefit Information

#### Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit SecurePlus Advantage 79 Amount

Option A (Level)

State - TX

\$100,000

See Summary of Additional Benefits for information on any riders.

#### Summary of Additional Benefits

Rider	Insured's Issue Age/ Classification	Initial Benefit Amount	Coverage to Age	Guaranteed Monthly Cost in Year 1	Current Monthly Cost in Year 1
Accelerated Benefits Rider 1	NA	NA	NA	None	None
Accelerated Benefits Rider 2	NA	NA	NA	None	None
Accelerated Benefits Rider 3	NA	NA	NA	None	None
Interest Crediting Strategies Rider	NA	NA	NA	None	None
Lifetime Income Benefit Rider	NA	NA	NA	None	None
Overloan Protection Rider	NA	NA	NA	None	None
Systematic Allocation Rider	NA	NA	NA	None	None

NA = not applicable

#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

Amount \$100,000 SecurePlus Advantage 79

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
1	\$ 2,631	\$0	\$0	\$0	\$0	\$ 834	\$ 0	\$100,000
2	2,631	0	0	0	0	1,679	0	100,000
3	2,631	0	0	0	0	2,546	1,177	100,000
4	2,631	0	0	0	0	3,424	2,730	100,000
5	2,631	0	0	0	0	4,314	4,314	100,000
6	2,631	0	0	0	0	5,216	5,216	100,000
7	2,631	0	0	0	0	6,130	6,130	100,000
8	2,631	0	0	0	0	7,058	7,058	100,000
9	687	0	0	0	0	6,113	6,113	100,000
10	0	0	0	0	0	4,455	4,455	100,000
	\$21,735	\$0	\$0	\$0				
11	0	0	0	0	0	2,728	2,728	100,000
12	0	0	0	0	0	929	929	100,000
13	0	0	0	0	0	0	0	0
14	0	0	0	0	0	0	0	0
15	0	0	0	0	0	0	0	0
16	0	0	0	0	0	0	0	0
17	0	0	0	0	0	0	0	0
18	0	0	0	0	0	0	0	0
19	0	0	0	0	0	0	0	0
20	0	0	0	0	0	0	0	0
	\$21,735	\$0	\$0	\$0				
21	0	0	0	0	0	0	0	0
22	0	0	0	0	0	0	0	0

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash		
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death	
Policy			Annual Loan	Income	Amount	Value	Value	Benefit End Year	
Year	Premium	Premium Surrender		Benefit	End Year	End Year	End Year		
23	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0	
24	0	0	0	0	0	0	0	0	
25	0	0	0	0	0	0	0	0	
26	0	0	0	0	0	0	0	0	
27	0	0	0	0	0	0	0	0	
28	0	0	0	0	0	0	0	0	
29	0	0	0	0	0	0	0	0	
30	0	0	0	0	0	0	0	0	
	\$21,735	\$0	\$0	\$0					
31	0	0	0	0	0	0	0	0	
32	0	0	0	0	0	0	0	0	
33	0	0	0	0	0	0	0	0	
34	0	0	0	0	0	0	0	0	
35	0	0	0	0	0	0	0	0	
36	0	0	0	0	0	0	0	0	
37	0	0	0	0	0	0	0	0	
38	0	0	0	0	0	0	0	0	
39	0	0	0	0	0	0	0	0	
40	0	0	0	0	0	0	0	0	
	\$21,735	\$0	\$0	\$0					
41	0	0	0	0	0	0	0	0	
42	0	0	0	0	0	0	0	0	
43	0	0	0	0	0	0	0	0	
44	0	0	0	0	0	0	0	0	

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

This illustration is not complete without all pages. Copyright

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Male

SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

					Accumulated		Cash		
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death	
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit End Year	
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year		
45	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0	
46	0	0	0	0	0	0	0	0	
47	0	0	0	0	0	0	0	0	
48	0	0	0	0	0	0	0	0	
49	0	0	0	0	0	0	0	0	
50	0	0	0	0	0	0	0	0	
	\$21,735	\$0	\$0	\$0					
51	0	0	0	0	0	0	0	0	
52	0	0	0	0	0	0	0	0	
53	0	0	0	0	0	0	0	0	
54	0	0	0	0	0	0	0	0	
55	0	0	0	0	0	0	0	0	
56	0	0	0	0	0	0	0	0	
57	0	0	0	0	0	0	0	0	
58	0	0	0	0	0	0	0	0	
59	0	0	0	0	0	0	0	0	
60	0	0	0	0	0	0	0	0	
	\$21,735	\$0	\$0	\$0					
61	0	0	0	0	0	0	0	0	
62	0	0	0	0	0	0	0	0	
63	0	0	0	0	0	0	0	0	
64	0	0	0	0	0	0	0	0	
65	0	0	0	0	0	0	0	0	

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79 \$100,000

\$100,000 C

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash		
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death	
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit	
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year	
66	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0	
67	0	0	0	0	0	0	0	0	
68	0	0	0	0	0	0	0	0	
69	0	0	0	0	0	0	0	0	
70	0	0	0	0	0	0	0	0	
	\$21,735	\$0	\$0	\$0					
71	0	0	0	0	0	0	0	0	
72	0	0	0	0	0	0	0	0	
73	0	0	0	0	0	0	0	0	
74	0	0	0	0	0	0	0	0	
75	0	0	0	0	0	0	0	0	
76	0	0	0	0	0	0	0	0	
77	0	0	0	0	0	0	0	0	
78	0	0	0	0	0	0	0	0	
79	0	0	0	0	0	0	0	0	
80	0	0	0	0	0	0	0	0	
	\$21,735	\$0	\$0	\$0					
81	0	0	0	0	0	0	0	0	
82	0	0	0	0	0	0	0	0	
83	0	0	0	0	0	0	0	0	
84	0	0	0	0	0	0	0	0	
85	0	0	0	0	0	0	0	0	
	\$21,735	\$0	\$0	\$0					

#### A Life Insurance Illustration SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount Male

SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

				Pl	anned	Weighted	Accumulated			Cash	
		Pla	nned	Li	fetime	Average	Loan	Acc	umulated	Surrender	Death
Policy	Planned	An	nual	In	come	Interest	Amount		Value	Value	Benefit
Year	Premium	1	Loan	В	enefit	Rate	End Year		End Year	End Year	End Year
1	\$ 2,631	\$	0	\$	0	6.19%	\$ 0	\$	990	\$ 0	\$100,000
2	2,631		0		0	6.74%	0		2,056	29	100,000
3	2,631		0		0	7.05%	0		3,194	1,825	100,000
4	2,631		0		0	7.26%	0		4,423	3,729	100,000
5	2,631		0		0	7.40%	0		5,738	5,738	100,000
6	2,631		0		0	7.99%	0		8,572	8,572	100,000
7	2,631		0		0	8.02%	0		11,626	11,626	100,000
8	2,631		0		0	8.03%	0		14,928	14,928	100,000
9	687		0		0	8.04%	0		16,514	16,514	100,000
10	0		0		0	8.04%	0		17,520	17,520	100,000
	\$21,735	\$	0	\$	0						
11	0		0		0	8.04%	0		18,597	18,597	100,000
12	0		0		0	8.04%	0		19,752	19,752	100,000
13	0		0		0	8.04%	0		20,982	20,982	100,000
14	1,260		0		0	8.05%	0		23,586	23,586	100,000
15	1,642		0		0	8.05%	0		26,785	26,785	100,000
16	1,642		0		0	8.06%	0		30,229	30,229	100,000
17	1,642		0		0	8.06%	0		33,951	33,951	100,000
18	1,642		0		0	8.06%	0		37,966	37,966	100,000
19	1,642		0		0	8.07%	0		42,301	42,301	100,000
20	1,642		0		0	8.07%	0		46,978	46,978	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

#### A Life Insurance Illustration SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount Male

SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

Policy Year	Planned Planned Annual Premium Loan		Planned Weighted Lifetime Average Income Interest Benefit Rate		Accumulated Loan Amount End Year		Accumulated Value End Year		Cash Surrender Value End Year	Death Benefit End Year		
	\$32,852	\$	0	\$	0							
21	\$ 1,642	\$	0	\$	0	8.07%	\$	0	\$	52,034	\$ 52,034	\$100,000
22	1,642		0		0	8.07%		0		57,500	57,500	100,000
23	1,642		0		0	8.08%		0		63,409	63,409	100,000
24	1,642		0		0	8.08%		0		69,813	69,813	100,000
25	1,642		0		0	8.08%		0		76,750	76,750	102,845
26	1,642		0		0	8.08%		0		84,242	84,242	109,514
27	1,642		0		0	8.08%		0		92,322	92,322	118,172
28	1,642		0		0	8.08%		0		101,035	101,035	127,304
29	1,642		0		0	8.08%		0		110,430	110,430	136,933
30	1,642		0		0	8.08%		0		120,559	120,559	147,082
	\$49,278	\$	0	\$	0							
31	0	8	,379	;	8,379	7.85%		8,714		128,376	119,662	145,337
32	0	8	,714	;	8,379	7.85%	1	17,776		136,386	118,609	144,523
33	0	9	,063	;	8,379	7.84%	2	27,201		144,590	117,388	143,415
34	0	9	,425	;	8,379	7.84%	3	37,003		152,989	115,985	141,993
35	0	9	,802	;	8,379	7.83%	4	47,197		161,580	114,382	140,235
36	0	10	,194	;	8,379	7.82%	4	57,799		170,359	112,559	138,113
37	0	10	,602	;	8,379	7.82%	•	58,825		179,352	110,526	133,842
38	0	11	,026	:	8,379	7.81%	8	30,292		188,568	108,275	129,017
39	0	11	,467	;	8,379	7.80%	Ģ	92,218		198,014	105,796	123,617

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

# A Life Insurance Illustration SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male State - TX

Benefit Amount SecurePlus Advantage 79 \$100,000

\$100,000 Option A (Level)

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

Policy Year	Planned Premium	Planned Annual Loan	Planned Lifetime Income Benefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
40	\$ 0	\$ 11,926	\$ 8,379	7.79%	\$ 104,621	\$ 207,708	\$103,086	\$117,626
	\$49,278	\$100,598	\$ 83,790					
41	0	12,403	8,379	7.79%	117,520	217,668	100,148	111,031
42	0	12,899	8,379	7.77%	130,935	227,796	96,861	108,251
43	0	13,415	8,379	7.76%	144,886	238,073	93,186	105,090
44	0	13,951	8,379	7.74%	159,396	248,480	89,084	101,508
45	0	14,509	8,379	7.71%	174,486	258,993	84,507	97,457
46	0	15,090	8,379	7.69%	190,179	269,589	79,410	92,889
47	0	15,693	8,379	7.65%	206,500	280,241	73,740	87,752
48	0	16,321	8,379	7.61%	223,474	290,919	67,445	81,990
49	0	16,974	8,379	7.54%	241,127	301,590	60,462	75,541
50	0	17,653	8,379	7.46%	259,486	312,204	52,717	68,327
	\$49,278	\$249,506	\$167,580					
51	0	18,359	8,379	7.34%	278,580	322,705	44,125	60,260
52	0	19,094	8,379	7.13%	298,437	333,026	34,588	51,239
53	0	19,857	8,379	6.76%	319,089	343,103	24,014	41,169
54	0	0	8,379	5.25%	331,852	343,260	3,029	20,192
55	0	0	8,379	5.25%	345,126	357,133	1,000	15,000
56	0	0	8,379	5.25%	358,931	371,569	1,000	15,000
57	0	0	8,379	5.25%	373,289	386,589	1,000	15,000
	v	Ü	-,>		2.2,200	,	-,0	,

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST,  $\,$  ADDISON, TX  $\,$  75001

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Male State - TX

Benefit Amount SecurePlus Advantage 79 \$100,000

O0,000 Option A (Level)

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
58	\$ 0	\$ 0	\$ 8,379	5.25%	\$ 388,220	\$ 402,219	\$ 1,000	\$ 15,000
59	0	0	8,379	5.25%	403,749	418,483	1,000	15,000
60	0	0	8,379	5.25%	419,899	435,406	1,000	15,000
	\$49,278	\$306,816	\$251,370					
61	0	0	8,379	5.25%	436,695	453,016	1,000	15,000
62	0	0	8,379	5.25%	454,163	471,341	1,000	15,000
63	0	0	8,379	5.25%	472,329	490,410	1,000	15,000
64	0	0	8,379	5.25%	491,223	510,252	1,000	15,000
65	0	0	8,379	5.25%	510,872	530,900	1,000	15,000
66	0	0	8,379	5.25%	531,306	552,386	1,000	15,000
67	0	0	8,379	5.25%	552,559	574,745	1,000	15,000
68	0	0	8,379	5.25%	574,661	598,012	1,000	15,000
69	0	0	8,379	5.25%	597,648	622,225	1,000	15,000
70	0	0	8,379	5.25%	621,553	647,421	1,000	15,000
	\$49,278	\$306,816	\$335,160					
71	0	0	8,379	5.25%	646,416	673,641	1,000	15,000
72	0	0	8,379	5.25%	672,272	700,927	1,000	15,000
73	0	0	8,379	5.25%	699,163	729,322	1,000	15,000
74	0	0	8,379	5.25%	727,130	758,872	1,000	15,000
75	0	0	8,379	5.25%	756,215	789,624	1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

## SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

Amount SecurePlus Advantage 79

\$100,000 Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
76	\$ 0	\$ 0	\$ 8,379	5.25%	\$ 786,464	\$ 821,626	\$ 1,000	\$ 15,000
77	0	0	8,379	5.25%	817,922	854,931	1,000	15,000
78	0	0	8,379	5.25%	850,639	889,591	1,000	15,000
79	0	0	8,379	5.25%	884,665	925,661	1,000	15,000
80	0	0	8,379	5.25%	920,051	963,200	1,000	15,000
	\$49,278	\$306,816	\$418,950					
81	0	0	8,379	5.25%	956,853	1,002,268	1,000	15,000
82	0	0	8,379	5.25%	995,127	1,042,926	1,000	15,000
83	0	0	8,379	5.25%	1,034,933	1,085,240	1,000	15,000
84	0	0	8,379	5.25%	1,076,330	1,129,279	1,000	15,000
85	0	0	8,379	5.25%	1,119,383	1,175,112	1,000	15,000
	\$49,278	\$306,816	\$460,845					

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Male

SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

				Pl	anned	Weighted	Accumulated		Cash	
		Pla	nned	Li	fetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned		nual	In	come	Interest	Amount	Value	Value	Benefit
Year	Premium	I	Loan	В	enefit	Rate	End Year	End Year	End Year	End Year
1	\$ 2,631	\$	0	\$	0	4.83%	\$ 0	\$ 968	\$ 0	\$100,000
2	2,631		0		0	4.59%	0	1,977	0	100,000
3	2,631		0		0	4.46%	0	3,016	1,647	100,000
4	2,631		0		0	4.37%	0	4,098	3,404	100,000
5	2,631		0		0	4.31%	0	5,212	5,212	100,000
6	2,631		0		0	4.04%	0	7,706	7,706	100,000
7	2,631		0		0	4.03%	0	10,290	10,290	100,000
8	2,631		0		0	4.02%	0	12,979	12,979	100,000
9	687		0		0	4.02%	0	13,866	13,866	100,000
10	0		0		0	4.02%	0	14,106	14,106	100,000
	\$21,735	\$	0	\$	0					
11	0		0		0	4.02%	0	14,345	14,345	100,000
12	0		0		0	4.03%	0	14,584	14,584	100,000
13	0		0		0	4.03%	0	14,811	14,811	100,000
14	1,260		0		0	4.02%	0	16,273	16,273	100,000
15	1,642		0		0	4.02%	0	18,158	18,158	100,000
16	1,642		0		0	4.02%	0	20,103	20,103	100,000
17	1,642		0		0	4.02%	0	22,120	22,120	100,000
18	1,642		0		0	4.02%	0	24,204	24,204	100,000
19	1,642		0		0	4.02%	0	26,357	26,357	100,000
20	1,642		0		0	4.02%	0	28,575	28,575	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

Policy Year	Planned Premium	An	nned nual Loan	Li: In	anned fetime come enefit	Weighted Average Interest Rate	Accumulate Loa Amoun End Yea	n Accumulated t Value	Cash Surrender Value End Year	Death Benefit End Year
	\$32,852	\$	0	\$	0					
21	\$ 1,642	\$	0	\$	0	4.01%	\$	0 \$ 30,872	\$30,872	\$100,000
22	1,642		0		0	4.01%	(	0 33,244	33,244	100,000
23	1,642		0		0	4.01%	(	0 35,687	35,687	100,000
24	1,642		0		0	4.01%	(	0 38,223	38,223	100,000
25	1,642		0		0	4.01%	(	0 40,841	40,841	100,000
26	1,642		0		0	4.01%	(	0 43,536	43,536	100,000
27	1,642		0		0	4.01%	(	0 46,320	46,320	100,000
28	1,642		0		0	4.01%	(	0 49,194	49,194	100,000
29	1,642		0		0	4.01%	(	0 52,162	52,162	100,000
30	1,642		0		0	4.01%	(	0 55,228	55,228	100,000
	\$49,278	\$	0	\$	0					
31	0	3.	,479		3,479	4.10%	3,61	8 56,456	52,838	96,381
32	0	3	,619	:	3,479	4.11%	7,38	1 57,696	50,314	92,618
33	0	3	,763		3,479	4.12%	11,29	5 58,950	47,654	88,704
34	0	3	,914		3,479	4.13%	15,36	5 60,221	44,855	84,634
35	0	4	,070	:	3,479	4.14%	19,59	9 61,507	41,908	80,400
36	0	4	,233		3,479	4.15%	24,00	1 62,804	38,802	75,998
37	0	4	,403	:	3,479	4.16%	28,58	0 64,110	35,529	71,419
38	0	4	,579	:	3,479	4.18%	33,34	1 65,425	32,083	66,658
39	0	4	,762	:	3,479	4.21%	38,29	4 66,742	28,448	61,705

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
40	\$ 0	\$ 4,952	\$ 3,479	4.24%	\$ 43,444	\$ 68,062	\$24,617	\$ 56,555
	\$49,278	\$41,774	\$ 34,790					
41	0	5,150	3,479	4.29%	48,800	69,386	20,585	51,199
42	0	5,356	3,479	4.36%	54,371	70,710	16,339	45,628
43	0	5,571	3,479	4.49%	60,164	72,022	11,857	39,835
44	0	5,793	3,479	4.77%	66,189	73,319	7,129	33,810
45	0	0	3,479	5.25%	68,837	73,809	1,492	27,683
46	0	0	3,479	5.25%	71,591	76,824	1,000	21,450
47	0	0	3,479	5.25%	74,454	79,962	1,000	15,107
48	0	0	3,479	5.25%	77,432	83,230	1,000	15,000
49	0	0	3,479	5.25%	80,530	86,631	1,000	15,000
50	0	0	3,479	5.25%	83,751	90,173	1,000	15,000
	\$49,278	\$63,644	\$ 69,580					
51	0	0	3,479	5.25%	87,101	93,860	1,000	15,000
52	0	0	3,479	5.25%	90,585	97,699	1,000	15,000
53	0	0	3,479	5.25%	94,208	101,696	1,000	15,000
54	0	0	3,479	5.25%	97,977	105,857	1,000	15,000
55	0	0	3,479	5.25%	101,896	110,190	1,000	15,000
56	0	0	3,479	5.25%	105,972	114,701	1,000	15,000
57	0	0	3,479	5.25%	110,211	119,398	1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

State - TX

Benefit SecurePlus Advantage 79

Amount \$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
58	\$ 0	\$ 0	\$ 3,479	5.25%	\$114,619	\$124,289	\$ 1,000	\$ 15,000
59	0	0	3,479	5.25%	119,204	129,381	1,000	15,000
60	0	0	3,479	5.25%	123,972	134,684	1,000	15,000
	\$49,278	\$63,644	\$104,370					
61	0	0	3,479	5.25%	128,931	140,205	1,000	15,000
62	0	0	3,479	5.25%	134,088	145,954	1,000	15,000
63	0	0	3,479	5.25%	139,452	151,941	1,000	15,000
64	0	0	3,479	5.25%	145,030	158,174	1,000	15,000
65	0	0	3,479	5.25%	150,831	164,666	1,000	15,000
03	O .	V	3,477	3.2370	150,051	104,000	1,000	15,000
66	0	0	3,479	5.25%	156,864	171,425	1,000	15,000
67	0	0	3,479	5.25%	163,139	178,464	1,000	15,000
68	0	0	3,479	5.25%	169,664	185,795	1,000	15,000
69	0	0	3,479	5.25%	176,451	193,428	1,000	15,000
70	0	0	3,479	5.25%	183,509	201,377	1,000	15,000
	\$49,278	\$63,644	\$139,160					
71	0	0	3,479	5.25%	190,849	209,656	1,000	15,000
72	0	0	3,479	5.25%	198,483	218,277	1,000	15,000
73	0	0	3,479	5.25%	206,423	227,255	1,000	15,000
74	0	0	3,479	5.25%	214,680	236,606	1,000	15,000
75	0	0	3,479	5.25%	223,267	246,344	1,000	15,000
13	U	U	3,419	3.43/0	223,207	270,377	1,000	13,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Advantage 79 values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
76	\$ 0	\$ 0	\$ 3,479	5.25%	\$232,198	\$256,487	\$ 1,000	\$ 15,000
77	0	0	3,479	5.25%	241,486	267,050	1,000	15,000
78	0	0	3,479	5.25%	251,145	278,051	1,000	15,000
79	0	0	3,479	5.25%	261,191	289,510	1,000	15,000
80	0	0	3,479	5.25%	271,638	301,444	1,000	15,000
	\$49,278	\$63,644	\$173,950					
81	0	0	3,479	5.25%	282,504	313,874	1,000	15,000
82	0	0	3,479	5.25%	293,804	326,821	1,000	15,000
83	0	0	3,479	5.25%	305,556	340,307	1,000	15,000
84	0	0	3,479	5.25%	317,779	354,354	1,000	15,000
85	0	0	3,479	5.25%	330,490	368,985	1,000	15,000
	\$49,278	\$63,644	\$191,345					

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

#### Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

SecurePlus Advantage 79

Benefit

Amount \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

	Death	Total Level	Total	Total Maximum		MEC Total
Policy	Benefit	Guideline	Single Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
1	\$100,000	\$ 1,643	\$21,736	\$ 21,736	\$ 2,631	\$ 3,388
2	100,000	3,285	21,736	21,736	5,262	6,776
3	100,000	4,928	21,736	21,736	7,893	10,164
4	100,000	6,570	21,736	21,736	10,524	13,552
5	100,000	8,213	21,736	21,736	13,155	16,940
6	100,000	9,856	21,736	21,736	15,786	20,328
7	100,000	11,498	21,736	21,736	18,417	23,716
8	100,000	13,141	21,736	21,736	21,048	27,104
9	100,000	14,783	21,736	21,736	21,735	30,492
10	100,000	16,426	21,736	21,736	21,735	33,880
11	100,000	18,069	21,736	21,736	21,735	37,268
12	100,000	19,711	21,736	21,736	21,735	40,656
13	100,000	21,354	21,736	21,736	21,735	44,044
14	100,000	22,996	21,736	22,996	22,996	47,432
15	100,000	24,639	21,736	24,639	24,639	50,820
	ŕ	•		•	•	
16	100,000	26,282	21,736	26,282	26,281	54,208
17	100,000	27,924	21,736	27,924	27,924	57,596
18	100,000	29,567	21,736	29,567	29,566	60,984
19	100,000	31,209	21,736	31,209	31,209	64,372
20	100,000	32,852	21,736	32,852	32,852	67,760
	,	,	,	,	,	,
21	100,000	34,495	21,736	34,495	34,494	71,148
22	100,000	36,137	21,736	36,137	36,137	74,536
23	100,000	37,780	21,736	37,780	37,779	77,924
	,	,	,	,	,	,- = •

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

SecurePlus Advantage 79

Benefit

Amount \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Total Premium	MEC Total 7 Pay Premium
24	\$100,000	\$ 39,422	\$21,736	\$ 39,422	\$39,422	\$ 81,312
25	102,845	41,065	21,736	41,065	41,065	84,700
26	109,514	42,708	21,736	42,708	42,707	88,088
27	118,172	44,350	21,736	44,350	44,350	91,476
28	127,304	45,993	21,736	45,993	45,992	94,864
29	136,933	47,635	21,736	47,635	47,635	98,252
30	147,082	49,278	21,736	49,278	49,278	101,640
31	145,337	50,921	21,736	50,921	49,278	105,028
32	144,523	52,563	21,736	52,563	49,278	108,416
33	143,415	54,206	21,736	54,206	49,278	111,804
34	141,993	55,848	21,736	55,848	49,278	115,192
35	140,235	57,491	21,736	57,491	49,278	118,580
36	138,113	59,134	21,736	59,134	49,278	121,968
37	133,842	59,134 60,776	21,736	59,134 60,776	49,278	125,356
38	133,842	62,419	21,736	62,419	49,278	123,330
39	123,617	64,061	21,736	64,061	49,278	132,132
40	117,626	65,704	21,736	65,704	49,278	135,520
40	117,020	05,704	21,730	05,704	49,276	155,520
41	111,031	67,347	21,736	67,347	49,278	138,908
42	108,251	68,989	21,736	68,989	49,278	142,296
43	105,090	70,632	21,736	70,632	49,278	145,684
44	101,508	72,274	21,736	72,274	49,278	149,072
45	97,457	73,917	21,736	73,917	49,278	152,460

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Advantage 79 \$100,000

\$100,000 Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

		Total	Total	Total		MEC
	Death	Level	Single	Maximum		Total
Policy	Benefit	Guideline	Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
46	\$ 92,889	\$ 75,560	\$21,736	\$ 75,560	\$49,278	\$155,848
47	87,752	77,202	21,736	77,202	49,278	159,236
48	81,990	78,845	21,736	78,845	49,278	162,624
49	75,541	80,487	21,736	80,487	49,278	166,012
50	68,327	82,130	21,736	82,130	49,278	169,400
51	60,260	83,773	21,736	83,773	49,278	172,788
52	51,239	85,415	21,736	85,415	49,278	176,176
53	41,169	87,058	21,736	87,058	49,278	179,564
54	20,192	88,700	21,736	88,700	49,278	182,952
55	15,000	90,343	21,736	90,343	49,278	186,340
56	15,000	91,986	21,736	91,986	49,278	189,728
57	15,000	93,628	21,736	93,628	49,278	193,116
58	15,000	95,271	21,736	95,271	49,278	196,504
59	15,000	96,913	21,736	96,913	49,278	199,892
60	15,000	98,556	21,736	98,556	49,278	203,280
61	15,000	100,199	21,736	100,199	49,278	206,668
62	15,000	101,841	21,736	101,841	49,278	210,056
63	15,000	103,484	21,736	103,484	49,278	213,444
64	15,000	105,126	21,736	105,126	49,278	216,832
65	15,000	106,769	21,736	106,769	49,278	220,220
66	15,000	108,412	21,736	108,412	49,278	223,608
67	15,000	110,054	21,736	110,054	49,278	226,996
68	15,000	111,697	21,736	111,697	49,278	230,384

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

#### SecurePlus Advantage 79 - Universal Life - Policy Form Series 8593TX(0708) Statement of Policy Cost and Benefit Information

#### Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit SecurePlus Advantage 79

Amount \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

		Total	Total	Total		MEC
	Death	Level	Single	Maximum		Total
Policy	Benefit	Guideline	Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
69	\$ 15,000	\$113,339	\$21,736	\$113,339	\$49,278	\$233,772
70	15,000	114,982	21,736	114,982	49,278	237,160
71	15,000	116,625	21,736	116,625	49,278	240,548
72	15,000	118,267	21,736	118,267	49,278	243,936
	,					,
73	15,000	119,910	21,736	119,910	49,278	247,324
74	15,000	121,552	21,736	121,552	49,278	250,712
75	15,000	123,195	21,736	123,195	49,278	254,100
76	15,000	124,838	21,736	124,838	49,278	257,488
77	15,000	126,480	21,736	126,480	49,278	260,876
78	15,000	128,123	21,736	128,123	49,278	264,264
79	15,000	129,765	21,736	129,765	49,278	267,652
80	15,000	131,408	21,736	131,408	49,278	271,040
81	15,000	133,051	21,736	133,051	49,278	274,428
	,					
82	15,000	134,693	21,736	134,693	49,278	277,816
83	15,000	136,336	21,736	136,336	49,278	281,204
84	15,000	137,978	21,736	137,978	49,278	284,592
85	15,000	139,621	21,736	139,621	49,278	287,980

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE. Presented by Sample Agent

Age 35 Verified Standard NT Male

State - TX

\$100,000 SecurePlus Advantage 79 with benefits previously described.

Policy Year	Guaranteed Annual Cash Flow		Guaranteed End Year Net Death Benefit	Current Annual Cash Flow*	Current End Year Net Cash Value*	Current End Year Net Death Benefit*
5	\$(2,631)	\$4,314	\$100,000	\$(2,631)	\$ 5,738	\$100,000
10	0	4,455	100,000	0	17,520	100,000
20	0	0	0	(1,643)	46,978	100,000
36	0	0	0	0	112,559	138,113

	Averaged	Averaged	Averaged Net
Policy	Annual	Net Equity	Death Benefit
Year	Cash Flow*	End Year*	End Year*
5	\$(2,631)	\$ 4,996	\$100,000
10	0	10,479	100,000
20	(1,642)	15,486	100,000
36	0	22,359	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable.

Out of pocket premiums are not required in this illustration beginning in year 10 and resume beginning in year 14.

A copy of this illustration has been provided to the applicant/policy owner. I UNDERSTAND THAT HISTORICAL PERFORMANCE OF THE S&P 500<sup>®</sup> INDEX AND MSCI EMERGING MARKETS INDEX SHOULD NOT BE CONSIDERED A REPRESENTATION OF THE PAST OR FUTURE PERFORMANCE FOR ANY OF THE INDEXED STRATEGIES IN THE POLICY.

Date	Applicant	· · · · · · · · · · · · · · · · · · ·
Date	Agent	

#### A Life Insurance Illustration SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Agent address: 1 National Life Drive Montpelier, Vermont 05604 802 229-3333

SecurePlus Paragon is a flexible premium, adjustable death benefit individual life insurance policy, commonly referred to as Universal Life. It features indexed crediting options.

This illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur and actual results may be more or less favorable than those shown.

Accelerated Benefits Rider 1 allows for the payment of a portion of an insured's death benefit if the insured is terminally ill. Terminally ill means that the insured has been certified by a physician as having an illness or chronic condition which can reasonably be expected to result in death in 24 months or less. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 2 allows for the payment of a portion of an insured's death benefit if the insured is chronically ill. Chronically ill means that the insured has been certified by a licensed health care practitioner as being unable to perform 2 out of 6 activities of daily living or is cognitively impaired. The activities of daily living are bathing, continence, dressing, eating, toileting, and transferring. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 3 allows for the payment of a portion of the insured's death benefit if the insured experiences a qualifying event covered under the rider. Subject to state approval, the qualifying events may include: heart attack, stroke, diagnosis of cancer, diagnosis of end stage renal failure, major organ transplant, diagnosis of ALS, and blindness. Please see the rider for a complete list of the qualifying events covered. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

#### SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606) Statement of Policy Cost and Benefit Information

### Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100.000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

Lifetime Income Benefit Rider [Form Series 20153] provides a benefit for the life of the insured in exchange for a charge from the accumulated value and provided that certain conditions are met. Conditions include but are not limited to the following: the insured must be at least age 60 but no greater than age 85; and the policy must have been in force for at least 10 years or at least 10 years have passed since the last face amount increase, whichever is later; and any outstanding policy loans must be repaid in full. The benefit payments are deducted from the accumulated value through policy loans until a minimum threshold is met. Once the minimum threshold is met, the following events occur: the benefit payments will continue to be paid for the life of the insured; a one time charge will be deducted from the cash surrender value; all other monthly deductions will be terminated; and the net death benefit and cash surrender value will continue to be reduced by the benefit payments until they reach respective minimum floors. The benefit payments will become taxable once the minimum threshold is met if the policy is not a Modified Endowment contract. All benefit payments will be taxable on Modified Endowment contracts. Policy owners should consult with their tax advisors to better understand the tax implications. Please consult the rider form for more details.

Unemployment Rider provides for a one-time lump sum payment into the policy after the insured has been involuntarily unemployed for three consecutive months.

Overloan Protection Rider, when exercised under certain conditions, will prevent the policy from lapsing due to the outstanding policy loan exceeding the Accumulated Value less the Surrender Charge. Limitations apply to exercising the Overloan Protection Rider, which include that the policy be in force at least 15 years and the insured having attained the age of 75. Exercising the rider results in a paid-up policy. There is no cost for this optional rider, however, there is a fee when the rider is exercised.

Interest Crediting Strategies Rider provides SecurePlus Paragon with Basic Strategies, a Fixed-Term Strategy and Multiple Indexed Strategies.

Systematic Allocation Rider allows Net Premiums in excess of the Basic Strategy Minimum Value and meeting a minimum threshold to be transferred to a systematic allocation account that automatically transfers each month one twelfth of this amount to new Indexed Segments.

Definitions of key terms and column headings:

Age - The insured's age at nearest birthday.

Policy Year - The year of the policy for which information is being illustrated.

Planned Premium - The annual premium that is required under the illustrated policy.

## SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Option A (Level)

Male

SecurePlus Paragon

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

Planned Annual Surrender - The annual amount withdrawn from the policy. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more or less than illustrated.

Planned Annual Loan - The annual amount of money borrowed from the policy. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more of less than illustrated.

Planned Lifetime Income Benefit - The annual amount of proceeds received from the Lifetime Income Benefit Rider. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more or less than illustrated.

Weighted Average Interest Rate - The weighted average interest rate is used to compute current policy values. This rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other strategies described in the illustration.

Accumulated Loan Amount End Year - The sum of all planned annual loans including unpaid loan interest.

Accumulated Value End Year - The policy equity at the end of the policy year, before deductions for any applicable surrender charges less any outstanding loans and loan interest

Cash Surrender Value End Year - The policy equity at the end of the policy year, after deductions for any applicable surrender charges and any outstanding loans and loan interest.

Death Benefit End Year - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. It may include dividends, interest and mortality credits which are not guaranteed.

Total Level Guideline Premium - The sum of the guideline level premiums calculated for the current policy year and each prior year. It is a level premium calculated at issue based on policy guarantees and an interest rate not less than 4% as specified in IRC section 7702.

Total Single Guideline Premium - The sum of the guideline single premium calculated for the current policy year and each prior year. It is calculated at issue based on policy guarantees and an interest rate not less than 6% as specified in IRC section 7702.

#### SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606) Statement of Policy Cost and Benefit Information

#### Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

policy year.

Male

SecurePlus Paragon

Amount \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Total Maximum Guideline Premium - The larger of the numbers in the total guideline level and the total guideline single premium columns. For a policy to qualify as life insurance, the sum of all premiums paid in the current and prior policy years cannot exceed the amount shown in this column for the current year. This must be true in every

Total Premium - The MEC total premium for any policy year is the sum of the premiums paid into the policy in the current policy year and prior policy years that are used to determine the MEC status of the policy.

MEC Total 7 Pay Premium - The MEC total 7 pay premium for any policy year is the sum of the annual payments calculated under IRC Section 7702A (the seven pay premium) for this and all prior policy years that determine whether or not the contract is a modified endowment contract (MEC). Upon the first occurrence of a number in the MEC total premium column exceeding the number for the same policy year in this column, the policy will become a MEC. Distributions other than death proceeds from a MEC, including policy loans and partial surrenders of funds will be treated as taxable gain received first and recovery of premium second. In addition to regular income tax, a 10% federal tax penalty is applicable to any taxable distribution from the MEC before the insured reaches age 59 ½. This includes policy terminations.

Guaranteed Annual Cash Flow - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on guaranteed values.

Guaranteed End Year Net Cash Value - The guaranteed equity at the end of the policy year less any outstanding policy loans, loan interest, and applicable surrender charges.

Guaranteed End Year Net Death Benefit - The guaranteed death benefit at the end of the policy year less any policy loans, loan interest and applicable surrender charges.

Current Basis B Annual Cash Flow\* - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the current interest rate and charges.

Averaged Annual Cash Flow\* - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

Averaged Net Equity End Year\* - The entire policy equity at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

## SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Age 35

Male

Standard NT

Benefit SecurePlus Paragon Amount \$100,000

on A (Level)

Securerius raragon

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Averaged Net Death Benefit End Year\* - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

Annual Planned Payments of \$1,031.00 have been assumed to be received at the beginning of each billing period.

All values shown are end of policy year values.

A surrender charge is assessed on full surrender of a policy in the first ten policy years from the date of issue or the date of an increase in face amount. The cash surrender values in this proposal reflect applicable surrender charges. Partial withdrawals are available if the policy has positive cash surrender value. The accumulated value of the policy will be reduced by the sum of the partial withdrawal and the withdrawal fee of \$25.

The Guaranteed Basis uses an interest rate and maximum monthly deductions guaranteed by the Company. It is the most conservative basis used for the calculation of illustrated values.

The policy as illustrated using Current Basis A will provide coverage for the lifetime of the insured based on the Current Basis A interest rates and the current charges by the Company.

The policy as illustrated using Current Basis B will provide coverage for the lifetime of the insured based on the Current Basis B interest rates and the current charges by the Company.

The policy as illustrated on an average basis will provide coverage for the lifetime of the insured based on the average interest rates credited and the average charges by the Company. The average interest rates are the average of the guaranteed interest rate and the Current Basis B illustrated interest rates. The average charges are the average of guaranteed charges and current charges.

The policy as illustrated on a guaranteed basis will provide coverage for 36 policy years based on the guaranteed interest rate credited and the guaranteed charges by the Company. Coverage will then terminate unless a higher premium is paid.

The maximum level premium that can be paid into this policy based on Section 7702 of the Internal Revenue Code is \$1,211.00.

#### SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Option A (Level)

Male

SecurePlus Paragon

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

The following is a statement of costs and benefits for the SecurePlus Paragon policy illustrated on the following pages. The Net Payment Index shows your average annual outlay per \$1000 of Death Benefit. The Surrender Cost Index is the average annual amount of each planned premium that is not returned if the policy is surrendered for its cash value at the end of the year cited.

#### INTEREST ADJUSTED COST INDEXES AT 5%

#### CURRENT BASIS B

	YEAR 10	YEAR 20
Net Payment	\$10.31	\$10.31
Surrender Cost	\$4.07	\$1.73
GUARANTEED BASIS		
	YEAR 10	YEAR 20
Net Payment	\$10.31	\$10.31
Surrender Cost	\$6.02	\$7.07

An explanation of the intended use of the above cost indexes is provided in the Life Insurance Buyer's Guide.

Variable Policy Loan Rate: A policy loan annual percentage interest rate of 4.00%, applied in arrears, is shown in this illustration. This rate may not reflect actual policy loan interest rates which depend on the month a policy was issued and are subject to change annually, based on the then current Moody's Corporate Bond Index.

This illustration reflects the Fixed Net Cost Loan Option being selected.

Please Note: This illustration may reflect a non-guaranteed assumed interest rate that exceeds the Variable Loan Rate. This outcome is favorable and is not guaranteed. Actual results may be more or less favorable. Less favorable results may significantly reduce both policy values and the size of distributions available to the policyholder, particularly when Variable Net Cost Loans are utilized. Current Basis A reflects projected values under the assumption that the non-guaranteed assumed interest rate equals the Variable Loan Rate. This represents a less favorable scenario for the policyholder. This second projection is useful as a point of comparison.

Please Note: The illustrated values that make up this ledger proposal should not be regarded as an offer nor as a contract to insure. If the presentation, of which this ledger is a part results in a policy being issued with different illustrated values than those in this ledger, the actual values illustrated with the policy shall control.

## SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Option A (Level)

\$100,000 SecurePlus Paragon

See Summary of Additional Benefits for information on any riders.

Male State - TX

**Tax Treatment:** The Company will report any eligible distributions, under any accelerated benefits rider, subject to existing IRS guidance and facts at the time of distribution. However, proper tax treatment for any accelerated benefits you receive under this insurance contract depends on a number of factors. These factors include, among others, the provisions of the law, the terms of the contract, and your personal situation at the time payments are made. These factors may permit some or all of the payments to be excluded from income or may require some or all the payments to be included in income for tax purposes. You should consult with your own tax advisor in deciding how to report the payments.

#### Lifetime Income Benefit Rider

The Lifetime Income Benefit Rider provides a benefit if certain conditions are met and the rider is exercised. After excercise, the rider guarantees a benefit payment for the life of the insured in exchange for a monthly charge from the accumulated value.

Conditions for exercising the rider include, but are not limited to:

- The insured must have attained age 60 but no greater than attained age 85
- The policy must have been inforce for at least 10 years or at least 10 years has passed since the last face amount increase, whichever is later; and
- Any outstanding policy loans must be repaid in full; and
- The policy's death benefit ratio is less than or equal to the maximum death benefit ratio, where:
  - The death benefit ratio is equal to the death benefit at the time of exercise divided by the accumulated value at the time of excercise: and
  - The maximum death benefit ratio is the highest death benefit ratio allowed to excercise this rider; and
- All outstanding loans have been repaid in full and
- Benefit payments are greater than or equal to \$100.

Benefit payments are funded via policy loans, which will reduce the policy's cash value and death benefit. The policyholder cannot request additional withdrawals or policy loans during the benefit payment period. Once a minimum threshold value is reached, a one time charge will be applied against the accumulated value and the rider will continue to provide the guaranteed lifetime income benefit. While values may still be deducted from the policy, the death benefit will never be reduced to less than \$15,000 and the cash surrender value not less than \$1,000.

After the minimum policy value is reached, the tax treatment of the income benefit payments may be considered taxable income. For Modified Endowment Contracts, all income benefit payments received may be considered taxable income. Policyowners should consult with their tax advisors to better understand the tax implications for their particular circumstances.

#### SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit Amount

Male

SecurePlus Paragon \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

#### <u>Lifetime Income Benefit Rider</u> (continued)

The Owner may choose, at the end of the Accumulation Period, between a Level Payout Option or an Increasing Payout Option. The Payout option selected may not be changed after the rider has been exercised. This illustration assumes the Level Payout Option has been elected.

The Level Payout Option provides for a Guaranteed Income Payment that remains level, subject to Income Base increases. The Guaranteed Income Payment with the Level Payout Option starts at a higher amount than that available with the Increasing Payout Option but is not subject to the annual increase that is applied with the Increasing Payout Option.

The Increasing Payout Option provides for a Guaranteed Income Payment that will increase, on every rider anniversary, by an adjustment amount equal to the Increasing Adjustment. The Increasing Payout Option is also subject to Income Base increases. The Increasing Adjustment is equal to the Guaranteed Income Payment for the prior year multiplied by the Annual Increase Percentage currently equal to 3.0%.

This rider includes a ratchet feature. The ratchet feature resets the income base at the end of every 5th Lifetime Income Benefit anniversary during the income period. At that time if the cash surrender value is higher than it was on the previous recalculation date, the income base will be increased to equal the higher cash surrender value. The benefit payments will then be recalculated using the adjusted income base. If the cash surrender value is lower than it was on the previous recalculation date, the income base will not be reduced.

Once the rider is exercised, no additional premiums can be paid into the contract or the rider will terminate. Exercising the Lifetime Income Benefit Rider may reduce or terminate other rider benefits. National Life reserves the right to charge a processing fee for modal income benefit payments, which may be monthly, quarterly, semi-annually or annually. There is no additional charge for the rider prior to exercising it. Please read the rider information carefully before exercising the rider.

#### SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606) Statement of Policy Cost and Benefit Information

#### Prepared for The Client

Presented by Sample Agent

Age 35 Standard NT

Benefit Amount Male

SecurePlus Paragon

Option A (Level)

\$100,000 See Summary of Additional Benefits for information on any riders. State - TX

#### **Indexed Strategies**

This product is a life insurance product and does not represent an investment in the stock market.

This product features a fixed crediting strategy and five indexed crediting strategies. The following is a summary of the characteristics of the indexed crediting strategies that are available in this policy. Please refer to the policy for complete details. In the event of any conflict, the policy language will control.

This policy features five distinct indexed crediting strategies, Indexed Strategy 1, which uses a S&P 500® point-to-point crediting method, Indexed Strategy 2, which uses a S&P 500<sup>®</sup> point-to-point crediting method with a focus on the Participation Rate, Indexed Strategy 3, which uses a S&P 500<sup>®</sup> point-to-point crediting method with no Earnings Cap, Indexed Strategy 4, which uses a S&P 500<sup>®</sup> point-to-average crediting method with no Earnings Cap, and Indexed Strategy 5, which uses a MSCI Emerging Markets point-to-point crediting method.

For Indexed Strategies 1, 2, 3, and 5 the Annual Index Growth is calculated as the percentage increase in the Index, if any, from one segment anniversary to the next segment anniversary.

For Indexed Strategy 4, the daily average value of the Index is calculated for the period covering one segment anniversary to the next segment anniversary. The Annual Index Growth is calculated as the percentage increase in the daily average value, if any, over the Index value on the preceding segment anniversary.

Each transfer to an indexed strategy creates a distinct Indexed Segment with a segment length of one year. Index Earnings are credited to each Indexed Segment on the annual segment anniversary. Index Earnings are not calculated or credited between segment anniversaries. Each Indexed Segment will have a Participation Rate and an Index Earnings Cap, which are determined in advance for each twelve-month period and are subject to change on each segment anniversary.

The Index Earnings for an Indexed Segment on the segment anniversary are calculated as the Annual Index Growth for the segment, multiplied by the segment's Participation Rate, with this product adjusted so that it is no less than 0% and no greater than the segment's Index Earnings Cap.

At the end of the one-year segment length, the value in that segment is transferred to the Basic Strategy for automatic reallocation using the strategy allocation in force at that time. This strategy allocation may be changed by the Owner upon request.

The Indexes for these strategies will be the S&P 500<sup>®</sup> Index and MSCI Emerging Markets Index, excluding dividends. The Annual Index Growth for an Indexed Segment is calculated on the segment anniversary based on the performance of the Index.

#### A Life Insurance Illustration SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606)

## Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit Amount Male

SecurePlus Paragon

\$100,000

State - TX

Option A (Level) See Summary of Additional Benefits for information on any riders.

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Certain features of this contract may be indexed to an MSCI Index. This contract is not sponsored, endorsed, sold or promoted by MSCI, Inc. and MSCI bears no liability with respect to any such contracts. A more detailed description of the limited relationship MSCI has with Life Insurance Company of the Southwest accompanies the contract. The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. The MSCI Emerging Markets Index consists of the following 21 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey.

## Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

The historical rates shown below were based on the Average Rate of Return for the S&P 500<sup>®</sup> and MSCI Emerging Markets computed backwards from 12/21/2012 for the number of years indicated and adjusted by the cap, floor, and participation rates for each of the Index Strategies as indicated on the following page.

The actual credited rate for each policy year will vary based on the actual change in the index. These figures do not represent actual interest that would have been credited because the Participation rate and Cap would have changed over time and actual results would have been different. There are administrative, cost of insurance and other charges associated with the SecurePlus Paragon IUL policy. The historical returns by strategy do not reflect these charges. It is not meant to predict future performance. It is not possible to know in advance what the actual credited rate will be.

#### Hypothetical Returns by Strategy

	S&P 500® Indexed Strategy 1	S&P 500® Indexed Strategy 2	S&P 500® Indexed Strategy 3	S&P 500® Indexed Strategy 4	MSCI EM Indexed Strategy 5
5-Year Average Rate of Return	5.80%	5.60%	6.00%	6.30%	5.80%
10-Year Average Rate of Return	7.10%	7.30%	6.30%	6.20%	8.00%
20-Year Average Rate of Return	7.50%	7.50%	7.40%	7.00%	6.30%
Historical Average Rate of Return*	8.10%	8.00%	7.90%	7.50%	6.90%
Maximum Illustrated Rate**	8.10%	8.00%	7.90%	7.50%	6.90%

<sup>\*</sup>The historical period for S&P 500<sup>®</sup> is from 1984 to 12/21/2012. The historical period for MSCI Emerging Markets is from 1988 to 12/21/2012.

<sup>\*\*</sup> The maximum illustrated interest rate for each strategy is based upon the historical performance, from the inception date of the S&P 500<sup>®</sup> and MSCI Emerging Markets to 12/21/2012 and adjusted for the current Participation Rate and Index Earnings Cap - if applicable - per Strategy as indicated on the following page.

## statement of Policy Cost and Benefit Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit SecurePlus Paragon Amount

Male State - TX

SecurePlus Paragon \$100,000 Option A (Level) See Summary of Additional Benefits for information on any riders.

The chart below reflects the current and guaranteed cap rates and participation rates and maximum illustration rate for each Indexed Strategy. The current rates are not guaranteed and are subject to change, but will never be lower than the guaranteed rates.

#### Indexed Crediting Method

	S&P 500® Indexed Strategy 1	S&P 500® Indexed Strategy 2	S&P 500® Indexed Strategy 3	S&P 500® Indexed Strategy 4	MSCI EM Indexed Strategy 5
Current Cap Rate	13.00%	11.50%	No Cap	No Cap	11.50%
Guaranteed Cap Rate	3.10%	3.00%	No Cap	No Cap	3.00%
Current Participation Rate	100.00%	140.00%	63.00%	115.00%	100.00%
Guaranteed Participation Rate	100.00%	110.00%	25.00%	30.00%	100.00%
Maximum Illustration Rate	8.10%	8.00%	7.90%	7.50%	6.90%

The illustrated assumed interest rates cannot exceed the maximum illustration rates allowed by the company, as shown above. The maximum illustration rates, for Indexed Strategies 1, 2, 3, and 4 are based on applying the current cap rates and participation rates to the S&P 500<sup>®</sup> Index historical performance from 1984 through 2012. The maximum illustration rate, for Indexed Strategy 5 is based on applying the current cap rate and participation rate to the MSCI Emerging Markets Index historical performance from 1988 through 2012. The historical performance of the S&P 500<sup>®</sup> and MSCI Emerging Markets Indexes should not be considered a representation of past or future performance for any of the Indexed Strategies available in this policy, nor is it an estimate of the returns that a policyholder can expect based on the current caps and participation rates. The future rate credited for any of these strategies may be less than or greater than the non-guaranteed assumed interest rates used in this illustration.

#### SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606) Statement of Policy Cost and Benefit Information

## Prepared for

The Client

Presented by Sample Agent Age 35
Standard NT
Benefit Amount Male

SecurePlus Paragon \$100,000 Option A (Level)

See Summary of Additional Benefits for information on any riders.

#### Non-Guaranteed Assumed Interest Rate Disclosure

	Initial	Current Basis A	Current Basis B
Strategy	Allocation	Interest Rate	Interest Rate
Basic Strategy		4.75%	4.75%
Fixed-Term Strategy	0%	5.25%	5.25%
Indexed Strategy 1, S&P 500 <sup>®</sup> point-to-point	100%	4.00%	8.10%
Indexed Strategy 2, S&P 500® point-to-point with Participation Rate Focus	ıs 0%	4.00%	8.00%
Indexed Strategy 3, S&P 500® point-to-point no Cap	0%	4.00%	7.90%
Indexed Strategy 4, S&P 500 <sup>®</sup> point-to-average with no Cap	0%	4.00%	7.50%
Indexed Strategy 5, MSCI Emerging Markets point-to-point	0%	4.00%	6.90%

For illustrative purposes, a weighted average interest rate is used to compute policy values. This weighted average interest rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other six strategies indicated above.

State - TX

### SecurePlus Paragon - Universal Life - Policy Form Series 8387(0606)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

State - TX

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

## Summary of Additional Benefits

Rider	Insured's Issue Age/ Classification	Initial Benefit Amount	Coverage to Age	Guaranteed Monthly Cost in Year 1	Current Monthly Cost in Year 1
Accelerated Benefits Rider 1	NA	NA	NA	None	None
Accelerated Benefits Rider 2	NA	NA	NA	None	None
Accelerated Benefits Rider 3	NA	NA	NA	None	None
Interest Crediting Strategies Rider	NA	NA	NA	None	None
Lifetime Income Benefit Rider	NA	NA	NA	None	None
Overloan Protection Rider	NA	NA	NA	None	None
Systematic Allocation Rider	NA	NA	NA	None	None
Unemployment Rider	NA	258	65	None	None

NA = not applicable

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100.000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
1	\$ 1,031	\$0	\$0	\$0	\$0	\$ 569	\$ 0	\$100,000
2	1,031	0	0	0	0	1,144	0	100,000
3	1,031	0	0	0	0	1,726	159	100,000
4	1,031	0	0	0	0	2,312	941	100,000
5	1,031	0	0	0	0	2,902	1,727	100,000
6	1,031	0	0	0	0	3,497	2,517	100,000
7	1,031	0	0	0	0	4,092	3,308	100,000
8	1,031	0	0	0	0	4,687	4,099	100,000
9	1,031	0	0	0	0	5,277	4,885	100,000
10	1,031	0	0	0	0	5,862	5,666	100,000
	\$10,310	\$0	\$0	\$0				
11	1,031	0	0	0	0	6,438	6,438	100,000
12	1,031	0	0	0	0	7,007	7,007	100,000
13	1,031	0	0	0	0	7,566	7,566	100,000
14	1,031	0	0	0	0	8,125	8,125	100,000
15	1,031	0	0	0	0	8,681	8,681	100,000
16	1,031	0	0	0	0	9,230	9,230	100,000
17	1,031	0	0	0	0	9,767	9,767	100,000
18	1,031	0	0	0	0	10,283	10,283	100,000
19	1,031	0	0	0	0	10,776	10,776	100,000
20	1,031	0	0	0	0	11,234	11,234	100,000
	\$20,620	\$0	\$0	\$0				
21	1,031	0	0	0	0	11,648	11,648	100,000
22	1,031	0	0	0	0	12,015	12,015	100,000

The Client

Presented by Sample Agent

Age 35 Standard NT

Male

SecurePlus Paragon

Benefit

Amount

Option A (Level)

State - TX

\$100,000

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
23	\$ 1,031	\$0	\$0	\$0	\$0	\$12,331	\$12,331	\$100,000
24	1,031	0	0	0	0	12,603	12,603	100,000
25	1,031	0	0	0	0	12,822	12,822	100,000
26	1,031	0	0	0	0	12,975	12,975	100,000
27	1,031	0	0	0	0	13,044	13,044	100,000
28	1,031	0	0	0	0	13,007	13,007	100,000
29	1,031	0	0	0	0	12,847	12,847	100,000
30	1,031	0	0	0	0	12,553	12,553	100,000
	\$30,930	\$0	\$0	\$0				
31	0	0	0	0	0	11,108	11,108	100,000
32	0	0	0	0	0	9,468	9,468	100,000
33	0	0	0	0	0	7,618	7,618	100,000
34	0	0	0	0	0	5,533	5,533	100,000
35	0	0	0	0	0	3,188	3,188	100,000
36	0	0	0	0	0	527	527	100,000
37	0	0	0	0	0	0	0	0
38	0	0	0	0	0	0	0	0
39	0	0	0	0	0	0	0	0
40	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
41	0	0	0	0	0	0	0	0
42	0	0	0	0	0	0	0	0
43	0	0	0	0	0	0	0	0
44	0	0	0	0	0	0	0	0

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit Amount

Male

SecurePlus Paragon

\$100.000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
45	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0
46	0	0	0	0	0	0	0	0
47	0	0	0	0	0	0	0	0
48	0	0	0	0	0	0	0	0
49	0	0	0	0	0	0	0	0
50	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
51	0	0	0	0	0	0	0	0
52	0	0	0	0	0	0	0	0
53	0	0	0	0	0	0	0	0
54	0	0	0	0	0	0	0	0
55	0	0	0	0	0	0	0	0
56	0	0	0	0	0	0	0	0
57	0	0	0	0	0	0	0	0
58	0	0	0	0	0	0	0	0
59	0	0	0	0	0	0	0	0
60	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
61	0	0	0	0	0	0	0	0
62	0	0	0	0	0	0	0	0
63	0	0	0	0	0	0	0	0
64	0	0	0	0	0	0	0	0
65	0	0	0	0	0	0	0	0

#### Prepared for The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Male

SecurePlus Paragon

Amount

Option A (Level)

\$100,000

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
66	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0
67	0	0	0	0	0	0	0	0
68	0	0	0	0	0	0	0	0
69	0	0	0	0	0	0	0	0
70	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
71	0	0	0	0	0	0	0	0
72	0	0	0	0	0	0	0	0
73	0	0	0	0	0	0	0	0
74	0	0	0	0	0	0	0	0
75	0	0	0	0	0	0	0	0
76	0	0	0	0	0	0	0	0
77	0	0	0	0	0	0	0	0
78	0	0	0	0	0	0	0	0
79	0	0	0	0	0	0	0	0
80	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
81	0	0	0	0	0	0	0	0
82	0	0	0	0	0	0	0	0
83	0	0	0	0	0	0	0	0
84	0	0	0	0	0	0	0	0
85	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				

The Client

Presented by Sample Agent

Age 35 Standard NT

Benefit Amount Male

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

				Pl	anned	Weighted	Accumu	lated		Cash	
		Pla	anned	Li	fetime	Average	I	Loan	Accumulated	Surrender	Death
Policy	Planned	Aı	nnual	Ir	ncome	Interest	Am	ount	Value	Value	Benefit
Year	Premium		Loan	В	enefit	Rate	End	Year	End Year	End Year	End Year
1	\$ 1,031	\$	0	\$	0	6.63%	\$	0	\$ 613	\$ 0	\$100,000
2	1,031		0		0	7.19%		0	1,272	0	100,000
3	1,031		0		0	7.45%		0	1,981	414	100,000
4	1,031		0		0	7.61%		0	2,744	1,373	100,000
5	1,031		0		0	7.69%		0	3,553	2,378	100,000
6	1,031		0		0	7.75%		0	4,411	3,431	100,000
7	1,031		0		0	7.80%		0	5,324	4,540	100,000
8	1,031		0		0	7.83%		0	6,294	5,706	100,000
9	1,031		0		0	7.87%		0	7,340	6,948	100,000
10	1,031		0		0	7.88%		0	8,443	8,247	100,000
	\$10,310	\$	0	\$	0						
11	1,031		0		0	8.01%		0	9,934	9,934	100,000
12	1,031		0		0	8.02%		0	11,539	11,539	100,000
13	1,031		0		0	8.03%		0	13,265	13,265	100,000
14	1,031		0		0	8.04%		0	15,124	15,124	100,000
15	1,031		0		0	8.04%		0	17,128	17,128	100,000
16	1,031		0		0	8.05%		0	19,288	19,288	100,000
17	1,031		0		0	8.05%		0	21,619	21,619	100,000
18	1,031		0		0	8.05%		0	24,135	24,135	100,000
19	1,031		0		0	8.06%		0	26,853	26,853	100,000
20	1,031		0		0	8.06%		0	29,781	29,781	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Benefit Amount Standard NT Male

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

			P	lanned	Weighted	Accumulated	ed Cas		h	
		Planned	L	ifetime	Average	Loan	Accumulated	Surrender	Death	
Policy	Planned	Annual	nual Inc		Interest	Amount	Value	Value	Benefit	
Year	Premium Loan		I	Benefit	Rate	End Year	End Year	End Year	End Year	
	\$20,620	\$ 0	\$	0						
21	\$ 1,031	\$ 0	\$	0	8.06%	\$ 0	\$ 32,929	\$32,929	\$100,000	
22	1,031	0		0	8.06%	0	36,311	36,311	100,000	
23	1,031	0		0	8.06%	0	39,957	39,957	100,000	
24	1,031	0		0	8.07%	0	43,893	43,893	100,000	
25	1,031	0		0	8.07%	0	48,141	48,141	100,000	
26	1,031	0		0	8.07%	0	52,731	52,731	100,000	
27	1,031	0		0	8.07%	0	57,692	57,692	100,000	
28	1,031	0		0	8.07%	0	63,054	63,054	100,000	
29	1,031	0		0	8.08%	0	68,861	68,861	100,000	
30	1,031	0		0	8.08%	0	75,160	75,160	100,000	
	\$30,930	\$ 0	\$	0			,	,	,	
31	0	5,111		5,111	7.81%	5,315	80,026	74,710	94,685	
32	0	5,315		5,111	7.81%	10,843	85,063	74,220	90,382	
33	0	5,528		5,111	7.81%	16,592	90,256	73,664	89,910	
34	0	5,749		5,111	7.80%	22,571	95,579	73,008	89,256	
35	0	5,979		5,111	7.80%	28,789	101,032	72,242	88,407	
36	0	6,218		5,111	7.79%	35,256	106,613	71,357	87,349	
37	0	6,467		5,111	7.78%	41,981	112,343	70,361	84,965	
38	0	6,726		5,111	7.78%	48,976	118,226	69,249	82,254	
39	0	6,995		5,111	7.77%	56,250	124,271	68,020	79,204	

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Benefit

Age 35 Standard NT

Male State - TX

SecurePlus Paragon \$100,000 Option A (Level)

See Summary of Additional Benefits for information on any riders.

Amount

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

Policy Year	Planned Premium	Planned Annual Loan	Planned Lifetime Income Benefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
40	\$ 0	\$ 7,274	\$ 5,111	7.76%	\$ 63,816	\$130,488	\$66,671	\$ 75,805
	\$30,930	\$ 61,362	\$ 51,110					
41	0	7,565	5,111	7.76%	71,684	136,892	65,208	72,053
42	0	7,868	5,111	7.74%	79,866	143,420	63,553	70,724
43	0	8,183	5,111	7.73%	88,376	150,063	61,686	69,189
44	0	8,510	5,111	7.71%	97,227	156,808	59,580	67,421
45	0	8,850	5,111	7.69%	106,431	163,643	57,212	65,394
46	0	9,204	5,111	7.67%	116,004	170,555	54,551	63,079
47	0	9,573	5,111	7.64%	125,959	177,529	51,569	60,445
48	0	9,955	5,111	7.60%	136,313	184,548	48,235	57,462
49	0	10,354	5,111	7.55%	147,081	191,594	44,513	54,093
50	0	10,768	5,111	7.49%	158,279	198,638	40,358	50,290
	\$30,930	\$152,192	\$102,220					
51	0	11,199	5,111	7.41%	169,926	205,644	35,718	46,000
52	0	11,647	5,111	7.29%	182,038	212,571	30,532	41,161
53	0	12,112	5,111	7.10%	194,635	219,382	24,746	35,715
54	0	12,597	5,111	6.77%	207,736	226,040	18,303	29,605
55	0	13,101	5,111	4.75%	221,361	223,883	2,522	15,000
56	0	0	5,111	4.75%	230,215	232,857	1,000	15,000
57	0	0	5,111	4.75%	239,424	242,191	1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

Policy Year	Planned Premium	Planned Annual Loan	Planned Lifetime Income Benefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year	
58	\$ 0	\$ 0	\$ 5,111	4.75%	\$249,001	\$251,900	\$ 1,000	\$ 15,000	
59	0	0	5,111	4.75%	258,961	261,997	1,000	15,000	
60	0	0	5,111	4.75%	269,319	272,500	1,000	15,000	
	\$30,930	\$212,848	\$153,330						
61	0	0	5,111	4.75%	280,092	283,424	1,000	15,000	
62	0	0	5,111	4.75%	291,296	294,786	1,000	15,000	
63	0	0	5,111	4.75%	302,947	306,603	1,000	15,000	
64	0	0	5,111	4.75%	315,065	318,895	1,000	15,000	
65	0	0	5,111	4.75%	327,668	331,679	1,000	15,000	
66	0	0	5,111	4.75%	340,775	344,977	1,000	15,000	
67	0	0	5,111	4.75%	354,406	358,807	1,000	15,000	
68	0	0	5,111	4.75%	368,582	373,192	1,000	15,000	
69	0	0	5,111	4.75%	383,325	388,155	1,000	15,000	
70	0	0	5,111	4.75%	398,658	403,717	1,000	15,000	
	\$30,930	\$212,848	\$204,440						
71	0	0	5,111	4.75%	414,605	419,904	1,000	15,000	
72	0	0	5,111	4.75%	431,189	436,740	1,000	15,000	
73	0	0	5,111	4.75%	448,437	454,251	1,000	15,000	
74	0	0	5,111	4.75%	466,374	472,465	1,000	15,000	
75	0	0	5,111	4.75%	485,029	491,409	1,000	15,000	

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash		
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death	
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit	
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year	
76	\$ 0	\$ 0	\$ 5,111	4.75%	\$504,430	\$511,113	\$ 1,000	\$ 15,000	
77	0	0	5,111	4.75%	524,607	531,608	1,000	15,000	
78	0	0	5,111	4.75%	545,592	552,924	1,000	15,000	
79	0	0	5,111	4.75%	567,415	575,096	1,000	15,000	
80	0 0		5,111	4.75%	590,112	598,158	1,000	15,000	
	\$30,930	\$212,848	\$255,550						
81	0	0	5,111	4.75%	613,717	622,144	1,000	15,000	
82	0	0	5,111	4.75%	638,265	647,093	1,000	15,000	
83	0	0	5,111	4.75%	663,796	673,043	1,000	15,000	
84	0	0	5,111	4.75%	690,348	700,035	1,000	15,000	
85	0	0	5,111	4.75%	717,962	728,109	1,000	15,000	
	\$30,930	\$212,848	\$281,105						

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

				Pla	nned	Weighted	Accumulated		Cash	
		Plar	nned	Life	etime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	An	nual	Inc	ome	Interest	Amount	Value	Value	Benefit
Year	Premium	I	oan	Be	nefit	Rate	End Year	End Year	End Year	End Year
1	\$ 1,031	\$	0	\$	0	4.32%	\$ 0	\$ 596	\$ 0	\$100,000
2	1,031		0		0	4.20%	0	1,213	0	100,000
3	1,031		0		0	4.14%	0	1,853	286	100,000
4	1,031		0		0	4.11%	0	2,516	1,145	100,000
5	1,031		0		0	4.09%	0	3,191	2,016	100,000
6	1,031		0		0	4.08%	0	3,879	2,899	100,000
7	1,031		0		0	4.07%	0	4,580	3,796	100,000
8	1,031		0		0	4.06%	0	5,296	4,708	100,000
9	1,031		0		0	4.05%	0	6,037	5,645	100,000
10	1,031		0		0	4.05%	0	6,784	6,588	100,000
	\$10,310	\$	0	\$	0					
11	1,031		0		0	4.02%	0	7,834	7,834	100,000
12	1,031		0		0	4.02%	0	8,918	8,918	100,000
13	1,031		0		0	4.01%	0	10,036	10,036	100,000
14	1,031		0		0	4.01%	0	11,190	11,190	100,000
15	1,031		0		0	4.01%	0	12,382	12,382	100,000
16	1,031		0		0	4.01%	0	13,614	13,614	100,000
17	1,031		0		0	4.01%	0	14,889	14,889	100,000
18	1,031		0		0	4.01%	0	16,207	16,207	100,000
19	1,031		0		0	4.01%	0	17,572	17,572	100,000
20	1,031		0		0	4.01%	0	18,975	18,975	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35 Standard NT

Benefit Amount

Male

SecurePlus Paragon

\$100.000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

Policy Year	Planned Premium	An	nned nual Loan	Life Inc	nned etime ome nefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
	\$20,620	\$	0	\$	0					
21	\$ 1,031	\$	0	\$	0	4.01%	\$ 0	\$ 20,410	\$20,410	\$100,000
22	1,031		0		0	4.01%	0	21,869	21,869	100,000
23	1,031		0		0	4.01%	0	23,364	23,364	100,000
24	1,031		0		0	4.01%	0	24,898	24,898	100,000
25	1,031		0		0	4.01%	0	26,465	26,465	100,000
26	1,031		0		0	4.01%	0	28,067	28,067	100,000
27	1,031		0		0	4.01%	0	29,700	29,700	100,000
28	1,031		0		0	4.01%	0	31,349	31,349	100,000
29	1,031		0		0	4.01%	0	33,019	33,019	100,000
30	1,031		0		0	4.01%	0	34,706	34,706	100,000
	\$30,930	\$	0	\$	0					
31	0	1	,805	1.	,805	4.06%	1,876	35,177	33,300	98,123
32	0	1	,877	1	,805	4.06%	3,828	35,597	31,769	96,171
33	0	1	,952	1.	,805	4.07%	5,858	35,974	30,116	94,141
34	0	2	,030	1.	,805	4.07%	7,970	36,299	28,328	92,029
35	0	2	,111	1	,805	4.08%	10,165	36,560	26,395	89,834
36	0	2	,196	1	,805	4.09%	12,449	36,750	24,300	87,550
37	0	2	,284	1	,805	4.10%	14,824	36,856	22,032	85,175
38	0	2	,375	1	,805	4.12%	17,293	36,860	19,566	82,706
39	0	2	,470	1.	,805	4.14%	19,862	36,740	16,877	80,137

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
40	\$ 0	\$ 2,569	\$ 1,805	4.17%	\$ 22,533	\$ 36,474	\$13,940	\$ 77,466
	\$30,930	\$21,669	\$18,050					
41	0	2,671	1,805	4.23%	25,312	36,044	10,732	74,687
42	0	2,778	1,805	4.33%	28,201	35,407	7,205	71,798
43	0	2,889	1,805	4.57%	31,206	34,520	3,313	68,793
44	0	0	1,805	4.75%	32,454	34,765	1,000	65,740
45	0	0	1,805	4.75%	33,752	36,173	1,000	62,637
46	0	0	1,805	4.75%	35,103	37,638	1,000	59,482
47	0	0	1,805	4.75%	36,507	39,162	1,000	56,274
48	0	0	1,805	4.75%	37,967	40,749	1,000	53,009
49	0	0	1,805	4.75%	39,486	42,400	1,000	49,685
50	0	0	1,805	4.75%	41,065	44,117	1,000	46,301
	\$30,930	\$30,007	\$36,100					
51	0	0	1,805	4.75%	42,708	45,905	1,000	42,854
52	0	0	1,805	4.75%	44,416	47,765	1,000	39,341
53	0	0	1,805	4.75%	46,193	49,701	1,000	35,759
54	0	0	1,805	4.75%	48,041	51,715	1,000	32,107
55	0	0	1,805	4.75%	49,962	53,811	1,000	28,381
56	0	0	1,805	4.75%	51,961	55,993	1,000	24,577
57	0	0	1,805	4.75%	54,039	58,263	1,000	20,694

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
58	\$ 0	\$ 0	\$ 1,805	4.75%	\$ 56,201	\$ 60,625	\$ 1,000	\$ 16,728
59	0	0	1,805	4.75%	58,449	63,083	1,000	15,000
60	0	0	1,805	4.75%	60,787	65,641	1,000	15,000
	\$30,930	\$30,007	\$54,150					
61	0	0	1,805	4.75%	63,218	68,303	1,000	15,000
62	0	0	1,805	4.75%	65,747	71,073	1,000	15,000
63	0	0	1,805	4.75%	68,377	73,956	1,000	15,000
64	0	0	1,805	4.75%	71,112	76,956	1,000	15,000
65	0	0	1,805	4.75%	73,956	80,078	1,000	15,000
66	0	0	1,805	4.75%	76,915	83,327	1,000	15,000
67	0	0	1,805	4.75%	79,991	86,709	1,000	15,000
68	0	0	1,805	4.75%	83,191	90,227	1,000	15,000
69	0	0	1,805	4.75%	86,519	93,889	1,000	15,000
70	0	0	1,805	4.75%	89,979	97,700	1,000	15,000
	\$30,930	\$30,007	\$72,200					
71	0	0	1,805	4.75%	93,579	101,666	1,000	15,000
72	0	0	1,805	4.75%	97,322	105,793	1,000	15,000
73	0	0	1,805	4.75%	101,215	110,089	1,000	15,000
74	0	0	1,805	4.75%	105,263	114,559	1,000	15,000
75	0	0	1,805	4.75%	109,474	119,211	1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Standard NT

Benefit

Amount

Male

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

This illustration of SecurePlus Paragon values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
76	\$ 0	\$ 0	\$ 1,805	4.75%	\$113,853	\$124,052	\$ 1,000	\$ 15,000
77	0	0	1,805	4.75%	118,407	129,091	1,000	15,000
78	0	0	1,805	4.75%	123,143	134,335	1,000	15,000
79	0	0	1,805	4.75%	128,069	139,792	1,000	15,000
80	0	0	1,805	4.75%	133,192	145,471	1,000	15,000
	\$30,930	\$30,007	\$90,250					
81	0	0	1,805	4.75%	138,520	151,382	1,000	15,000
82	0	0	1,805	4.75%	144,060	157,534	1,000	15,000
83	0	0	1,805	4.75%	149,823	163,937	1,000	15,000
84	0	0	1,805	4.75%	155,816	170,600	1,000	15,000
85	0	0	1,805	4.75%	162,048	177,535	1,000	15,000
	\$30,930	\$30,007	\$99,275					

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35 Standard NT

Benefit

Amount

Male State - TX

SecurePlus Paragon

\$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

		Total	Total	Total		MEC
	Death	Level	Single	Maximum		Total
Policy	Benefit	Guideline	Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
1	\$100,000	\$ 1,211	\$14,171	\$ 14,171	\$ 1,031	\$ 3,286
2	100,000	2,423	14,171	14,171	2,062	6,572
3	100,000	3,634	14,171	14,171	3,093	9,858
4	100,000	4,846	14,171	14,171	4,124	13,144
5	100,000	6,057	14,171	14,171	5,155	16,430
6	100,000	7,268	14,171	14,171	6,186	19,716
7	100,000	8,480	14,171	14,171	7,217	23,002
8	100,000	9,691	14,171	14,171	8,248	26,288
9	100,000	10,903	14,171	14,171	9,279	29,574
10	100,000	12,114	14,171	14,171	10,310	32,860
11	100,000	13,326	14,171	14,171	11,341	36,146
12	100,000	14,537	14,171	14,537	12,372	39,432
13	100,000	15,748	14,171	15,748	13,403	42,718
14	100,000	16,960	14,171	16,960	14,434	46,004
15	100,000	18,171	14,171	18,171	15,465	49,290
16	100,000	19,383	14,171	19,383	16,496	52,576
17	100,000	20,594	14,171	20,594	17,527	55,862
18	100,000	21,805	14,171	21,805	18,558	59,148
19	100,000	23,017	14,171	23,017	19,589	62,434
20	100,000	24,228	14,171	24,228	20,620	65,720
21	100,000	25,440	14,171	25,440	21,651	69,006
22	100,000	26,651	14,171	26,651	22,682	72,292
23	100,000	27,862	14,171	27,862	23,713	75,578

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

The Client

Presented by Sample Agent

Age 35 Standard NT Male

State - TX

Benefit SecurePlus Paragon Amount \$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Total Premium	MEC Total 7 Pay Premium
24	\$100,000	\$ 29,074	\$14,171	\$ 29,074	\$24,744	\$ 78,864
25	100,000	30,285	14,171	30,285	25,775	82,150
26	100,000	31,497	14,171	31,497	26,806	85,436
27	100,000	32,708	14,171	32,708	27,837	88,722
28	100,000	33,919	14,171	33,919	28,868	92,008
29	100,000	35,131	14,171	35,131	29,899	95,294
30	100,000	36,342	14,171	36,342	30,930	98,580
31	94,685	37,554	14,171	37,554	30,930	101,866
32	90,382	38,765	14,171	38,765	30,930	105,152
33	89,910	39,977	14,171	39,977	30,930	108,438
34	89,256	41,188	14,171	41,188	30,930	111,724
35	88,407	42,399	14,171	42,399	30,930	115,010
36	87,349	43,611	14,171	43,611	30,930	118,296
37	84,965	44,822	14,171	44,822	30,930	121,582
38	82,254	46,034	14,171	46,034	30,930	124,868
39	79,204	47,245	14,171	47,245	30,930	128,154
40	75,805	48,456	14,171	48,456	30,930	131,440
41	72,053	49,668	14,171	49,668	30,930	134,726
42	70,724	50,879	14,171	50,879	30,930	138,012
43	69,189	52,091	14,171	52,091	30,930	141,298
44	67,421	53,302	14,171	53,302	30,930	144,584
45	65,394	54,513	14,171	54,513	30,930	147,870

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

The Client

Presented by Sample Agent

Age 35 Standard NT

Benefit Amount

Male State - TX

SecurePlus Paragon \$100,000 Option A (Level)

Secure ins rangem	Ψ100,000	Option	11 1 1 (20 , 01)
See Summary of Additional	Benefits for	information	on any riders.

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Total Premium	MEC Total 7 Pay Premium
46	\$ 63,079	\$ 55,725	\$14,171	\$ 55,725	\$30,930	\$151,156
47	60,445	56,936	14,171	56,936	30,930	154,442
48	57,462	58,148	14,171	58,148	30,930	157,728
49	54,093	59,359	14,171	59,359	30,930	161,014
50	50,290	60,571	14,171	60,571	30,930	164,300
51	46,000	61,782	14,171	61,782	30,930	167,586
52	41,161	62,993	14,171	62,993	30,930	170,872
53	35,715	64,205	14,171	64,205	30,930	174,158
54	29,605	65,416	14,171	65,416	30,930	177,444
55	15,000	66,628	14,171	66,628	30,930	180,730
56	15,000	67,839	14,171	67,839	30,930	184,016
57	15,000	69,050	14,171	69,050	30,930	187,302
58	15,000	70,262	14,171	70,262	30,930	190,588
59	15,000	71,473	14,171	71,473	30,930	193,874
60	15,000	72,685	14,171	72,685	30,930	197,160
61	15,000	73,896	14,171	73,896	30,930	200,446
62	15,000	75,107	14,171	75,107	30,930	200,440
63	15,000	76,319	14,171	76,319	30,930	203,732
64	15,000	70,519	14,171	70,519	30,930	210,304
						,
65	15,000	78,742	14,171	78,742	30,930	213,590
66	15,000	79,953	14,171	79,953	30,930	216,876
67	15,000	81,164	14,171	81,164	30,930	220,162
68	15,000	82,376	14,171	82,376	30,930	223,448

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

The Client

Presented by Sample Agent

Age 35 Standard NT

Benefit Amount

Male State - TX

SecurePlus Paragon \$100,000 Option A (Level) See Summary of Additional Benefits for information on any riders.

		Total	Total	Total		MEC
	Death	Level	Single	Maximum		Total
Policy	Benefit	Guideline	Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
69	\$ 15,000	\$ 83,587	\$14,171	\$ 83,587	\$30,930	\$226,734
70	15,000	84,799	14,171	84,799	30,930	230,020
71	15,000	86,010	14,171	86,010	30,930	233,306
	-	-		-		-
72	15,000	87,222	14,171	87,222	30,930	236,592
73	15,000	88,433	14,171	88,433	30,930	239,878
74	15,000	89,644	14,171	89,644	30,930	243,164
75	15,000	90,856	14,171	90,856	30,930	246,450
76	15,000	92,067	14,171	92,067	30,930	249,736
77	15,000	93,279	14,171	93,279	30,930	253,022
78	15,000	94,490	14,171	94,490	30,930	256,308
79	15,000	95,701	14,171	95,701	30,930	259,594
80	15,000	96,913	14,171	96,913	30,930	262,880
81	15,000	98,124	14,171	98,124	30,930	266,166
		,				,
82	15,000	99,336	14,171	99,336	30,930	269,452
83	15,000	100,547	14,171	100,547	30,930	272,738
84	15,000	101,758	14,171	101,758	30,930	276,024
85	15,000	102,970	14,171	102,970	30,930	279,310

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE. Presented by Sample Agent

Age 35 Standard NT Male State - TX

\$100,000 SecurePlus Paragon with benefits previously described.

Policy Year	Guaranteed Annual Cash Flow		Guaranteed End Year Net Death Benefit	Current Basis B Annual Cash Flow*	Current Basis B End Year Net Cash Value*	Current Basis B End Year Net Death Benefit*
5	\$(1,031)	\$ 1,727	\$100,000	\$(1,031)	\$ 2,378	\$100,000
10	(1,031)	5,666	100,000	(1,031)	8,247	100,000
20	(1,031)	11,234	100,000	(1,031)	29,781	100,000
36	0	527	100,000	0	71,357	87,349

Averaged Net	Averaged	Averaged	
Death Benefit	Net Equity	Annual	Policy
End Year*	End Year*	Cash Flow*	Year
\$100,000	\$ 2,040	\$(1,031)	5
100,000	6,848	(1,031)	10
100,000	18,814	(1,031)	20
87,707	21,909	0	36

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable.

Out of pocket premiums are not required in this illustration beginning in year 31.

A copy of this illustration has been provided to the applicant/policy owner. I UNDERSTAND THAT HISTORICAL PERFORMANCE OF THE S&P 500<sup>®</sup> INDEX AND MSCI EMERGING MARKETS INDEX SHOULD NOT BE CONSIDERED A REPRESENTATION OF THE PAST OR FUTURE PERFORMANCE FOR ANY OF THE INDEXED STRATEGIES IN THE POLICY.

Date	Applicant
Date	Agent

# A Life Insurance Illustration SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305)

### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

**Benefit** 

Age 35

Verified Standard NT

Male

State - TX

SecurePlus Provider \$100,000 Option A (Level) See Summary of Additional Benefits for information on any riders.

Amount

Agent address: 1 National Life Drive Montpelier, Vermont 05604 802 229-3333

SecurePlus Provider is a flexible premium, adjustable death benefit individual life insurance policy, commonly referred to as Universal Life. It features indexed crediting options.

This illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur and actual results may be more or less favorable than those shown.

Accelerated Benefits Rider 1 allows for the payment of a portion of an insured's death benefit if the insured is terminally ill. Terminally ill means that the insured has been certified by a physician as having an illness or chronic condition which can reasonably be expected to result in death in 24 months or less. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 2 allows for the payment of a portion of an insured's death benefit if the insured is chronically ill. Chronically ill means that the insured has been certified by a licensed health care practitioner as being unable to perform 2 out of 6 activities of daily living or is cognitively impaired. The activities of daily living are bathing, continence, dressing, eating, toileting, and transferring. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 3 allows for the payment of a portion of the insured's death benefit if the insured experiences a qualifying event covered under the rider. Subject to state approval, the qualifying events may include: heart attack, stroke, diagnosis of cancer, diagnosis of end stage renal failure, major organ transplant, diagnosis of ALS, and blindness. Please see the rider for a complete list of the qualifying events covered. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

### SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information

# Prepared for

The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

State - TX

Amount SecurePlus Provider \$100,000 Option A (Level) See Summary of Additional Benefits for information on any riders.

Lifetime Income Benefit Rider [Form Series 20153] provides a benefit for the life of the insured in exchange for a charge from the accumulated value and provided that certain conditions are met. Conditions include but are not limited to the following: the insured must be at least age 60 but no greater than age 85; and the policy must have been in force for at least 15 years or at least 15 years have passed since the last face amount increase, whichever is later; and any outstanding policy loans must be repaid in full. The benefit payments are deducted from the accumulated value through policy loans until a minimum threshold is met. Once the minimum threshold is met, the following events occur: the benefit payments will continue to be paid for the life of the insured; a one time charge will be deducted from the cash surrender value; all other monthly deductions will be terminated; and the net death benefit and cash surrender value will continue to be reduced by the benefit payments until they reach respective minimum floors. The benefit payments will become taxable once the minimum threshold is met if the policy is not a Modified Endowment contract. All benefit payments will be taxable on Modified Endowment contracts. Policy owners should consult with their tax advisors to better understand the tax implications. Please consult the rider form for more details.

Unemployment Rider provides for a one-time lump sum payment into the policy after the insured has been involuntarily unemployed for three consecutive months.

Overloan Protection Rider, when exercised under certain conditions, will prevent the policy from lapsing due to the outstanding policy loan exceeding the Accumulated Value less the Surrender Charge. Limitations apply to exercising the Overloan Protection Rider, which include that the policy be in force at least 15 years and the insured having attained the age of 75. Exercising the rider results in a paid-up policy. There is no cost for this optional rider, however, there is a fee when the rider is exercised.

Interest Crediting Strategies Rider provides SecurePlus Provider with Basic Strategies, a Fixed-Term Strategy and Multiple Indexed Strategies.

Systematic Allocation Rider allows Net Premiums in excess of the Basic Strategy Minimum Value and meeting a minimum threshold to be transferred to a systematic allocation account that automatically transfers each month one twelfth of this amount to new Indexed Segments.

Definitions of key terms and column headings:

Age - The insured's age as of last birthday.

Policy Year - The year of the policy for which information is being illustrated.

SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305)

Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Male

SecurePlus Provider

Option A (Level)

\$100.000

State - TX

See Summary of Additional Benefits for information on any riders.

Planned Premium - The annual premium that is required under the illustrated policy.

Planned Annual Surrender - The annual amount withdrawn from the policy. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more or less than illustrated.

Planned Annual Loan - The annual amount of money borrowed from the policy. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more of less than illustrated.

Planned Lifetime Income Benefit - The annual amount of proceeds received from the Lifetime Income Benefit Rider. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more or less than illustrated.

Weighted Average Interest Rate - The weighted average interest rate is used to compute current policy values. This rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other strategies described in the illustration.

Accumulated Loan Amount End Year - The sum of all planned annual loans including unpaid loan interest.

Accumulated Value End Year - The policy equity at the end of the policy year, before deductions for any applicable surrender charges less any outstanding loans and loan interest

Cash Surrender Value End Year - The policy equity at the end of the policy year, after deductions for any applicable surrender charges and any outstanding loans and loan interest.

Death Benefit End Year - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. It may include dividends, interest and mortality credits which are not guaranteed.

Total Level Guideline Premium - The sum of the guideline level premiums calculated for the current policy year and each prior year. It is a level premium calculated at issue based on policy guarantees and an interest rate not less than 4% as specified in IRC section 7702.

# SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information

# Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Amount

Male

SecurePlus Provider

Benefit

\$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Total Single Guideline Premium - The sum of the guideline single premium calculated for the current policy year and each prior year. It is calculated at issue based on policy guarantees and an interest rate not less than 6% as specified in IRC section 7702.

Total Maximum Guideline Premium - The larger of the numbers in the total guideline level and the total guideline single premium columns. For a policy to qualify as life insurance, the sum of all premiums paid in the current and prior policy years cannot exceed the amount shown in this column for the current year. This must be true in every policy year.

Total Premium - The MEC total premium for any policy year is the sum of the premiums paid into the policy in the current policy year and prior policy years that are used to determine the MEC status of the policy.

MEC Total 7 Pay Premium - The MEC total 7 pay premium for any policy year is the sum of the annual payments calculated under IRC Section 7702A (the seven pay premium) for this and all prior policy years that determine whether or not the contract is a modified endowment contract (MEC). Upon the first occurrence of a number in the MEC total premium column exceeding the number for the same policy year in this column, the policy will become a MEC. Distributions other than death proceeds from a MEC, including policy loans and partial surrenders of funds will be treated as taxable gain received first and recovery of premium second. In addition to regular income tax, a 10% federal tax penalty is applicable to any taxable distribution from the MEC before the insured reaches age 59 ½. This includes policy terminations.

Guaranteed Annual Cash Flow - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on guaranteed values.

Guaranteed End Year Net Cash Value - The guaranteed equity at the end of the policy year less any outstanding policy loans, loan interest, and applicable surrender charges.

Guaranteed End Year Net Death Benefit - The guaranteed death benefit at the end of the policy year less any policy loans, loan interest and applicable surrender charges.

Current Basis B Annual Cash Flow\* - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the current interest rate and charges.

Averaged Annual Cash Flow\* - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

# SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305)

### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

SecurePlus Provider

Amount

Option A (Level)

State - TX

Benefit

\$100,000

See Summary of Additional Benefits for information on any riders.

Averaged Net Equity End Year\* - The entire policy equity at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

Averaged Net Death Benefit End Year\* - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

Annual Planned Payments of \$1,021.00 have been assumed to be received at the beginning of each billing period.

All values shown are end of policy year values.

A surrender charge is assessed on full surrender of a policy in the first ten policy years from the date of issue or the date of an increase in face amount. The cash surrender values in this proposal reflect applicable surrender charges. Partial withdrawals are available if the policy has positive cash surrender value. The accumulated value of the policy will be reduced by the sum of the partial withdrawal and the withdrawal fee of \$25.

The Guaranteed Basis uses an interest rate and maximum monthly deductions guaranteed by the Company. It is the most conservative basis used for the calculation of illustrated values.

The policy as illustrated using Current Basis A will provide coverage for the lifetime of the insured based on the Current Basis A interest rates and the current charges by the Company.

The policy as illustrated using Current Basis B will provide coverage for the lifetime of the insured based on the Current Basis B interest rates and the current charges by the Company.

The policy as illustrated on an average basis will provide coverage for the lifetime of the insured based on the average interest rates credited and the average charges by the Company. The average interest rates are the average of the guaranteed interest rate and the Current Basis B illustrated interest rates. The average charges are the average of guaranteed charges and current charges.

The policy as illustrated on a guaranteed basis will provide coverage for 34 policy years based on the guaranteed interest rate credited and the guaranteed charges by the Company. Coverage will then terminate unless a higher premium is paid.

#### SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information

# Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount Male

SecurePlus Provider

Option A (Level)

State - TX

\$100,000

See Summary of Additional Benefits for information on any riders.

The maximum level premium that can be paid into this policy based on Section 7702 of the Internal Revenue Code is \$1.316.00.

This illustration reflects an annual 1.25% Account Value Enhancement starting in policy year 10. The Account Value Enhancement is not guaranteed.

The following is a statement of costs and benefits for the SecurePlus Provider policy illustrated on the following pages. The Net Payment Index shows your average annual outlay per \$1000 of Death Benefit. The Surrender Cost Index is the average annual amount of each planned premium that is not returned if the policy is surrendered for its cash value at the end of the year cited.

#### INTEREST ADJUSTED COST INDEXES AT 5%

#### CURRENT BASIS B

	YEAR 10	YEAR 20
Net Payment	\$10.21	\$10.21
Surrender Cost	\$4.37	\$2.48
GUARANTEED BASIS		
	YEAR 10	YEAR 20
Net Payment	\$10.21	\$10.21
Surrender Cost	\$6.24	\$7.43

An explanation of the intended use of the above cost indexes is provided in the Life Insurance Buyer's Guide.

Variable Policy Loan Rate: A policy loan annual percentage interest rate of 4.00%, applied in arrears, is shown in this illustration. This rate may not reflect actual policy loan interest rates which depend on the month a policy was issued and are subject to change annually, based on the then current Moody's Corporate Bond Index.

This illustration reflects the Fixed Net Cost Loan Option being selected.

Please Note: This illustration may reflect a non-guaranteed assumed interest rate that exceeds the Variable Loan Rate. This outcome is favorable and is not guaranteed. Actual results may be more or less favorable. Less favorable results may significantly reduce both policy values and the size of distributions available to the policyholder, particularly when Variable Net Cost Loans are utilized. Current Basis A reflects projected values under the assumption that the non-guaranteed assumed interest rate equals the Variable Loan Rate. This represents a less favorable scenario for the policyholder. This second projection is useful as a point of comparison.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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2012 Series

# SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305)

# Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

State - TX

SecurePlus Provider \$100,000 Option A (Level) See Summary of Additional Benefits for information on any riders.

Amount

Please Note: The illustrated values that make up this ledger proposal should not be regarded as an offer nor as a contract to insure. If the presentation, of which this ledger is a part results in a policy being issued with different illustrated values than those in this ledger, the actual values illustrated with the policy shall control.

**Tax Treatment:** The Company will report any eligible distributions, under any accelerated benefits rider, subject to existing IRS guidance and facts at the time of distribution. However, proper tax treatment for any accelerated benefits you receive under this insurance contract depends on a number of factors. These factors include, among others, the provisions of the law, the terms of the contract, and your personal situation at the time payments are made. These factors may permit some or all of the payments to be excluded from income or may require some or all the payments to be included in income for tax purposes. You should consult with your own tax advisor in deciding how to report the payments.

#### Lifetime Income Benefit Rider

The Lifetime Income Benefit Rider provides a benefit if certain conditions are met and the rider is exercised. After excercise, the rider guarantees a benefit payment for the life of the insured in exchange for a monthly charge from the accumulated value.

Conditions for exercising the rider include, but are not limited to:

- The insured must have attained age 60 but no greater than attained age 85
- The policy must have been inforce for at least 15 years or at least 15 years has passed since the last face amount increase, whichever is later; and
- Any outstanding policy loans must be repaid in full; and
- The policy's death benefit ratio is less than or equal to the maximum death benefit ratio, where:
  - The death benefit ratio is equal to the death benefit at the time of exercise divided by the accumulated value at the time of excercise; and
  - The maximum death benefit ratio is the highest death benefit ratio allowed to excercise this rider; and
- All outstanding loans have been repaid in full and
- Benefit payments are greater than or equal to \$100.

Benefit payments are funded via policy loans, which will reduce the policy's cash value and death benefit. The policyholder cannot request additional withdrawals or policy loans during the benefit payment period. Once a minimum threshold value is reached, a one time charge will be applied against the accumulated value and the rider will continue to provide the guaranteed lifetime income benefit. While values may still be deducted from the policy, the death benefit will never be reduced to less than \$15,000 and the cash surrender value not less than \$1,000.

### SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information

### Prepared for

The Client Presented by Sample Agent

Age 35

Verified Standard NT **Benefit** Amount Male

State - TX

\$100,000 See Summary of Additional Benefits for information on any riders.

#### Lifetime Income Benefit Rider (continued)

SecurePlus Provider

After the minimum policy value is reached, the tax treatment of the income benefit payments may be considered taxable income. For Modified Endowment Contracts, all income benefit payments received may be considered taxable income. Policyowners should consult with their tax advisors to better understand the tax implications for their particular circumstances.

Option A (Level)

The Owner may choose, at the end of the Accumulation Period, between a Level Payout Option or an Increasing Payout Option. The Payout option selected may not be changed after the rider has been exercised. This illustration assumes the Level Payout Option has been elected.

The Level Payout Option provides for a Guaranteed Income Payment that remains level, subject to Income Base increases. The Guaranteed Income Payment with the Level Payout Option starts at a higher amount than that available with the Increasing Payout Option but is not subject to the annual increase that is applied with the Increasing Payout Option.

The Increasing Payout Option provides for a Guaranteed Income Payment that will increase, on every rider anniversary, by an adjustment amount equal to the Increasing Adjustment. The Increasing Payout Option is also subject to Income Base increases. The Increasing Adjustment is equal to the Guaranteed Income Payment for the prior year multiplied by the Annual Increase Percentage currently equal to 3.0%.

This rider includes a ratchet feature. The ratchet feature resets the income base at the end of every 5th Lifetime Income Benefit anniversary during the income period. At that time if the cash surrender value is higher than it was on the previous recalculation date, the income base will be increased to equal the higher cash surrender value. The benefit payments will then be recalculated using the adjusted income base. If the cash surrender value is lower than it was on the previous recalculation date, the income base will not be reduced.

Once the rider is exercised, no additional premiums can be paid into the contract or the rider will terminate. Exercising the Lifetime Income Benefit Rider may reduce or terminate other rider benefits. National Life reserves the right to charge a processing fee for modal income benefit payments, which may be monthly, quarterly, semi-annually or annually. There is no additional charge for the rider prior to exercising it. Please read the rider information carefully before exercising the rider.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Provider \$100.000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

#### **Indexed Strategies**

This product is a life insurance product and does not represent an investment in the stock market.

This product features a fixed crediting strategy and four indexed crediting strategies. The following is a summary of the characteristics of the indexed crediting strategies that are available in this policy. Please refer to the policy for complete details. In the event of any conflict, the policy language will control.

This policy features four distinct indexed crediting strategies, Indexed Strategy 1, which uses a S&P 500<sup>®</sup> point-to-point crediting method with a focus on the Earnings Cap, Indexed Strategy 2, which uses a S&P 500<sup>®</sup> point-to-average crediting method, Indexed Strategy 3, which uses a S&P 500<sup>®</sup> point-to-point crediting method with a focus on the Participation Rate, and Indexed Strategy 4, which uses a MSCI Emerging Markets point-to-point crediting method.

Each transfer to an indexed strategy creates a distinct Indexed Segment with a segment length of five years. Index Earnings are credited to each Indexed Segment on the annual segment anniversary. Index Earnings are not calculated or credited between segment anniversaries. Each Indexed Segment will have a Participation Rate and an Index Earnings Cap, which are determined in advance for each twelve-month period and are subject to change on each segment anniversary.

The Indexes for these strategies will be the S&P 500<sup>®</sup> Index and MSCI Emerging Markets Index, excluding dividends. The Annual Index Growth for an Indexed Segment is calculated on the segment anniversary based on the performance of the Index.

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Certain features of this contract may be indexed to an MSCI Index. This contract is not sponsored, endorsed, sold or promoted by MSCI, Inc. and MSCI bears no liability with respect to any such contracts. A more detailed description of the limited relationship MSCI has with Life Insurance Company of the Southwest accompanies the contract. The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. The MSCI Emerging Markets Index consists of the following 21 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey.

### SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information

# Prepared for

The Client

Presented by Sample Agent Age 35

Verified Standard NT

Benefit Amount Male
SecurePlus Provider \$100,000 Option A (Level) State - TX

See Summary of Additional Benefits for information on any riders.

For Indexed Strategies 1, 3, and 4 the Annual Index Growth is calculated as the percentage increase in the Index, if any, from one segment anniversary to the next segment anniversary.

For Indexed Strategy 2, the daily average value of the Index is calculated for the period covering one segment anniversary to the next segment anniversary. The Annual Index Growth is calculated as the percentage increase in the daily average value, if any, over the Index value on the preceding segment anniversary.

The Index Earnings for an Indexed Segment on the segment anniversary are calculated as the Annual Index Growth for the segment, multiplied by the segment's Participation Rate, with this product adjusted so that it is no less than 0% and no greater than the segment's Index Earnings Cap.

At the end of the five-year segment length, the value in that segment is transferred to the Basic Strategy for automatic reallocation using the strategy allocation in force at that time.

The reallocation of funds from the Basic Strategy to the Fixed Term Strategy and/or the Indexed Strategies may be changed by the Owner upon request.

# SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information

#### Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Provider \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

The historical rates shown below were based on the Average Rate of Return for the S&P 500<sup>®</sup> and MSCI Emerging Markets computed backwards from 12/21/2012 for the number of years indicated and adjusted by the cap, floor, and participation rates for each of the Index Strategies as indicated on the following page.

The actual credited rate for each policy year will vary based on the actual change in the index. These figures do not represent actual interest that would have been credited because the Participation rate and Cap would have changed over time and actual results would have been different. There are administrative, cost of insurance and other charges associated with the SecurePlus Provider IUL policy. The historical returns by strategy do not reflect these charges. It is not meant to predict future performance. It is not possible to know in advance what the actual credited rate will be.

#### Hypothetical Returns by Strategy

	S&P 500® Indexed Strategy 1	S&P 500® Indexed Strategy 2	S&P 500® Indexed Strategy 3	MSCI EM Indexed Strategy 4
5-Year Average Rate of Return	4.90%	5.00%	5.00%	4.90%
10-Year Average Rate of Return	6.30%	4.90%	6.50%	6.70%
20-Year Average Rate of Return	6.50%	5.50%	6.70%	5.30%
Historical Average Rate of Return*	6.90%	5.90%	7.10%	5.80%
Maximum Illustrated Rate**	6.90%	5.90%	7.10%	5.80%

<sup>\*</sup>The historical period for S&P 500<sup>®</sup> is from 1984 to 12/21/2012. The historical period for MSCI Emerging Markets is from 1988 to 12/21/2012.

<sup>\*\*</sup> The maximum illustrated interest rate for each strategy is based upon the historical performance, from the inception date of the S&P 500<sup>®</sup> and MSCI Emerging Markets to 12/21/2012 and adjusted for the current Participation Rate and Index Earnings Cap - if applicable - per Strategy as indicated on the following page.

#### SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information

# Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Amount

Option A (Level)

Male

SecurePlus Provider

State - TX

Benefit

\$100,000

See Summary of Additional Benefits for information on any riders.

#### Non-Guaranteed Assumed Interest Rate Disclosure

The illustration of current values assumes the following interest rates and strategy allocation:

	Initial	Current Basis A	Current Basis B
Strategy	Allocation	Interest Rate	Interest Rate
Basic Strategy		4.50%	4.50%
Fixed-Term Strategy	0%	4.50%	4.50%
Indexed Strategy 1, S&P 500 <sup>®</sup> point-to-point, High Cap	100%	4.00%	6.90%
Indexed Strategy 2, S&P 500 <sup>®</sup> point-to-average with no Cap	0%	4.00%	5.90%
Indexed Strategy 3, S&P 500 <sup>®</sup> point-to-point, High Participation	0%	4.00%	7.10%
Indexed Strategy 4, MSCI Emerging Markets point-to-point	0%	4.00%	5.80%

The maximum illustration rate allowed by the company of 6.90%, for Indexed Strategy 1 is based upon the historical performance, from 1984 to the present, of the S&P 500<sup>®</sup> Index with a Participation Rate of 100.00% and an Index Earnings Cap of 10.50%.

The maximum illustration rate allowed by the company of 5.90%, for Indexed Strategy 2 is based upon the historical performance, from 1984 to the present, of the S&P 500<sup>®</sup> Index with a Participation Rate of 90.00% and no Index Earnings Cap.

The maximum illustration rate allowed by the company of 7.10%, for Indexed Strategy 3 is based upon the historical performance, from 1984 to the present, of the S&P 500<sup>®</sup> Index with a Participation Rate of 140.00% and an Index Earnings Cap of 10.00%.

The maximum illustration rate allowed by the company of 5.80%, for Indexed Strategy 4 is based upon the historical performance, from 1988 to the present, of the MSCI Emerging Markets Index with a Participation Rate of 100.00% and an Index Earnings Cap of 9.50%.

The historical performance of the S&P 500<sup>®</sup> and MSCI Emerging Markets Indexes should not be considered a representation of past or future performance for either of the Indexed Strategies available in this policy. The future yield performance for either of these strategies may be less than or greater than the non-guaranteed assumed interest rates used in this illustration.

For illustrative purposes, a weighted average interest rate is used to compute policy values. This weighted average interest rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other five strategies indicated above.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

# SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305)

### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

SecurePlus Provider

Benefit

Amount

Option A (Level)

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

# Summary of Additional Benefits

Rider	Insured's Issue Age/ Classification	Initial Benefit Amount	Coverage to Age	Guaranteed Monthly Cost in Year 1	Current Monthly Cost in Year 1
Accelerated Benefits Rider 1	NA	NA	NA	None	None
Accelerated Benefits Rider 2	NA	NA	NA	None	None
Accelerated Benefits Rider 3	NA	NA	NA	None	None
Interest Crediting Strategies Rider	NA	NA	NA	None	None
Lifetime Income Benefit Rider	NA	NA	NA	None	None
Overloan Protection Rider	NA	NA	NA	None	None
Systematic Allocation Rider	NA	NA	NA	None	None
Unemployment Rider	NA	255	65	None	None

NA = not applicable

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount Male

SecurePlus Provider \$100,000 State - TX

Option A (Level) See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.00%.

#### Guaranteed Values at 2.00%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
1	\$ 1,021	\$0	\$0	\$0	\$0	\$ 575	\$ 0	\$100,000
2	1,021	0	0	0	0	1,153	0	100,000
3	1,021	0	0	0	0	1,732	354	100,000
4	1,021	0	0	0	0	2,315	1,110	100,000
5	1,021	0	0	0	0	2,901	1,868	100,000
6	1,021	0	0	0	0	3,412	2,551	100,000
7	1,021	0	0	0	0	3,922	3,233	100,000
8	1,021	0	0	0	0	4,427	3,910	100,000
9	1,021	0	0	0	0	4,926	4,582	100,000
10	1,021	0	0	0	0	5,415	5,243	100,000
	\$10,210	\$0	\$0	\$0	-	2,120	-,	,
11	1,021	0	0	0	0	5,893	5,893	100,000
12	1,021	0	0	0	0	6,361	6,361	100,000
13	1,021	0	0	0	0	6,821	6,821	100,000
14	1,021	0	0	0	0	7,278	7,278	100,000
15	1,021	0	0	0	0	7,727	7,727	100,000
16	1,021	0	0	0	0	8,164	8,164	100,000
17	1,021	0	0	0	0	8,582	8,582	100,000
18	1,021	0	0	0	0	8,974	8,974	100,000
19	1,021	0	0	0	0	9,334	9,334	100,000
20	1,021	0	0	0	0	9,651	9,651	100,000
	\$20,420	\$0	\$0	\$0		ŕ	•	•
21	1,021	0	0	0	0	9,918	9,918	100,000
22	1,021	0	0	0	0	10,132	10,132	100,000
22	1,021	U	U	U	U	10,132	10,132	100,000

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Male

SecurePlus Provider \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.00%.

#### Guaranteed Values at 2.00%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
23	\$ 1,021	\$0	\$0	\$0	\$0	\$10,294	\$10,294	\$100,000
24	1,021	0	0	0	0	10,403	10,403	100,000
25	1,021	0	0	0	0	10,447	10,447	100,000
26	1,021	0	0	0	0	10,410	10,410	100,000
27	1,021	0	0	0	0	10,271	10,271	100,000
28	1,021	0	0	0	0	10,011	10,011	100,000
29	1,021	0	0	0	0	9,614	9,614	100,000
30	1,021	0	0	0	0	9,069	9,069	100,000
	\$30,630	\$0	\$0	\$0				
31	0	0	0	0	0	7,358	7,358	100,000
32	0	0	0	0	0	5,436	5,436	100,000
33	0	0	0	0	0	3,283	3,283	100,000
34	0	0	0	0	0	873	873	100,000
35	0	0	0	0	0	0	0	0
36	0	0	0	0	0	0	0	0
37	0	0	0	0	0	0	0	0
38	0	0	0	0	0	0	0	0
39	0	0	0	0	0	0	0	0
40	0	0	0	0	0	0	0	0
	\$30,630	\$0	\$0	\$0				
41	0	0	0	0	0	0	0	0
42	0	0	0	0	0	0	0	0
43	0	0	0	0	0	0	0	0
44	0	0	0	0	0	0	0	0

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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Page 15 of 33 v12.4

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount Male

SecurePlus Provider

\$100,000 Option A (Level) State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.00%.

#### Guaranteed Values at 2.00%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
45	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0
46	0	0	0	0	0	0	0	0
47	0	0	0	0	0	0	0	0
48	0	0	0	0	0	0	0	0
49	0	0	0	0	0	0	0	0
50	0	0	0	0	0	0	0	0
	\$30,630	\$0	\$0	\$0				
51	0	0	0	0	0	0	0	0
52	0	0	0	0	0	0	0	0
53	0	0	0	0	0	0	0	0
54	0	0	0	0	0	0	0	0
55	0	0	0	0	0	0	0	0
56	0	0	0	0	0	0	0	0
57	0	0	0	0	0	0	0	0
58	0	0	0	0	0	0	0	0
59	0	0	0	0	0	0	0	0
60	0	0	0	0	0	0	0	0
	\$30,630	\$0	\$0	\$0				
61	0	0	0	0	0	0	0	0
62	0	0	0	0	0	0	0	0
63	0	0	0	0	0	0	0	0
64	0	0	0	0	0	0	0	0
65	0	0	0	0	0	0	0	0

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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#### Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit SecurePlus Provider Amount

Option A (Level)

State - TX

Male

\$100,000

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.00%.

#### Guaranteed Values at 2.00%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
66	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0
67	0	0	0	0	0	0	0	0
68	0	0	0	0	0	0	0	0
69	0	0	0	0	0	0	0	0
70	0	0	0	0	0	0	0	0
	\$30,630	\$0	\$0	\$0				
71	0	0	0	0	0	0	0	0
72	0	0	0	0	0	0	0	0
73	0	0	0	0	0	0	0	0
74	0	0	0	0	0	0	0	0
75	0	0	0	0	0	0	0	0
76	0	0	0	0	0	0	0	0
77	0	0	0	0	0	0	0	0
78	0	0	0	0	0	0	0	0
79	0	0	0	0	0	0	0	0
80	0	0	0	0	0	0	0	0
	\$30,630	\$0	\$0	\$0				
81	0	0	0	0	0	0	0	0
82	0	0	0	0	0	0	0	0
83	0	0	0	0	0	0	0	0
84	0	0	0	0	0	0	0	0
85	0	0	0	0	0	0	0	0
	\$30,630	\$0	\$0	\$0				

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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January 4, 2013 TC66739(0312) Page 17 of 33 v12.4

2012 Series

The Client

Presented by Sample Agent

SecurePlus Provider

Benefit

Age 35

Verified Standard NT

Mo

Male

\$100,000 Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Amount

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

Policy Year	Planned Premium	Planr Ann Lo		Li: In	anned fetime come enefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
1	\$ 1,021	\$	0	\$	0	5.84%	\$ 0	\$ 604	\$ 0	\$100,000
2	1,021		0		0	6.23%	0	1,239	0	100,000
3	1,021		0		0	6.41%	0	1,908	530	100,000
4	1,021		0		0	6.52%	0	2,614	1,409	100,000
5	1,021		0		0	6.58%	0	3,360	2,327	100,000
6	1,021		0		0	6.63%	0	4,147	3,286	100,000
7	1,021		0		0	6.67%	0	4,981	4,292	100,000
8	1,021		0		0	6.70%	0	5,864	5,347	100,000
9	1,021		0		0	6.72%	0	6,800	6,456	100,000
10	1,021		0		0	6.74%	0	7,884	7,712	100,000
	\$10,210	\$	0	\$	0					
11	1,021		0		0	6.81%	0	9,252	9,252	100,000
12	1,021		0		0	6.82%	0	10,714	10,714	100,000
13	1,021		0		0	6.82%	0	12,273	12,273	100,000
14	1,021		0		0	6.83%	0	13,938	13,938	100,000
15	1,021		0		0	6.83%	0	15,728	15,728	100,000
16	1,021		0		0	6.84%	0	17,647	17,647	100,000
17	1,021		0		0	6.84%	0	19,706	19,706	100,000
18	1,021		0		0	6.84%	0	21,915	21,915	100,000
19	1,021		0		0	6.85%	0	24,286	24,286	100,000
20	1,021		0		0	6.85%	0	26,828	26,828	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

r r

State - TX

SecurePlus Provider \$100.000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

Amount

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

Policy Year	Planned Premium	Planne Annu Loa	al	Planned Lifetime Income Benefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
	\$20,420	\$	0	\$ 0					
21	\$ 1,021	\$	0	\$ 0	6.85%	\$ 0	\$ 29,555	\$29,555	\$100,000
22	1,021		0	0	6.85%	0	32,484	32,484	100,000
23	1,021		0	0	6.86%	0	35,628	35,628	100,000
24	1,021		0	0	6.86%	0	39,020	39,020	100,000
25	1,021		0	0	6.86%	0	42,678	42,678	100,000
26	1,021		0	0	6.86%	0	46,600	46,600	100,000
27	1,021		0	0	6.86%	0	50,831	50,831	100,000
28	1,021		0	0	6.87%	0	55,394	55,394	100,000
29	1,021		0	0	6.87%	0	60,327	60,327	100,000
30	1,021		0	0	6.87%	0	65,672	65,672	100,000
	\$30,630	\$	0	\$ 0					
31	0	4,33	4	4,334	6.68%	4,507	69,662	65,154	95,492
32	0	4,50	8	4,334	6.68%	9,195	73,777	64,582	90,804
33	0	4,68	8	4,334	6.68%	14,071	78,034	63,963	85,929
34	0	4,87	6	4,334	6.68%	19,141	82,445	63,303	80,858
35	0	5,07	1	4,334	6.67%	24,415	87,029	62,614	76,538
36	0	5,27	3	4,334	6.67%	29,899	91,763	61,863	75,627
37	0	5,48	4	4,334	6.67%	35,603	96,622	61,018	73,579
38	0	5,70	4	4,334	6.66%	41,535	101,612	60,077	71,254
39	0	5,93	2	4,334	6.66%	47,704	106,744	59,039	68,646

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LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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Copyright

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount SecurePlus Provider \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

	Death Benefit End Year 65,749 62,561 61,453
Year         Premium         Loan         Benefit         Rate         End Year         End Year         End Year         End Year           40         \$ 0         \$ 6,169         \$ 4,334         6.66%         \$ 54,120         \$112,028         \$57,907         \$	65,749 62,561
40 \$ 0 \$ 6,169 \$ 4,334 6.66% \$ 54,120 \$112,028 \$57,907 \$	65,749 62,561
	62,561
\$30.630 \$ 52.039 \$ 43.340	
***************************************	
41 0 6,416 4,334 6.65% 60,792 117,480 56,687	61,453
42 0 6,673 4,334 6.64% 67,732 123,034 55,302	
43 0 6,939 4,334 6.63% 74,949 128,681 53,731	60,165
44 0 7,217 4,334 6.62% 82,455 134,410 51,955	58,676
45 0 7,506 4,334 6.61% 90,261 140,211 49,950	56,961
46 0 7,806 4,334 6.59% 98,379 146,072 47,693	54,996
47 0 8,118 4,334 6.57% 106,822 151,978 45,156	52,754
48 0 8,443 4,334 6.54% 115,602 157,916 42,313	50,209
49 0 8,781 4,334 6.51% 124,734 163,870 39,136	47,329
50 0 9,132 4,334 6.47% 134,231 169,816 35,584	44,075
\$30,630 \$129,070 \$ 86,680	
51 0 9,497 4,334 6.41% 144,108 175,723 31,614	40,400
52 0 9,877 4,334 6.32% 154,380 181,554 27,173	36,251
53 0 10,272 4,334 6.20% 165,063 187,279 22,215	31,579
54 0 10,683 4,334 5.98% 176,173 192,869 16,695	26,339
55 0 11,110 4,334 5.54% 187,728 198,298 10,570	20,484
56 0 0 4,334 4.50% 195,237 198,154 1,000	15,000
57 0 0 4,334 4.50% 203,047 206,132 1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

State - TX

Benefit Amount SecurePlus Provider \$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

Policy Year	Planned Premium	Planned Annual Loan	Planned Lifetime Income Benefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
58	\$ 0	\$ 0	\$ 4,334	4.50%	\$211,169	\$214,432	\$ 1,000	\$ 15,000
59	0	0	4,334	4.50%	219,616	223,067	1,000	15,000
60	0	0	4,334	4.50%	228,400	232,052	1,000	15,000
	\$30,630	\$180,509	\$130,020					
61	0	0	4,334	4.50%	237,536	241,399	1,000	15,000
62	0	0	4,334	4.50%	247,038	251,123	1,000	15,000
63	0	0	4,334	4.50%	256,919	261,241	1,000	15,000
64	0	0	4,334	4.50%	267,196	271,768	1,000	15,000
65	0	0	4,334	4.50%	277,884	282,720	1,000	15,000
66	0	0	4,334	4.50%	288,999	294,114	1,000	15,000
67	0	0	4,334	4.50%	300,559	305,970	1,000	15,000
68	0	0	4,334	4.50%	312,582	318,305	1,000	15,000
69	0	0	4,334	4.50%	325,085	331,139	1,000	15,000
70	0	0	4,334	4.50%	338,088	344,493	1,000	15,000
	\$30,630	\$180,509	\$173,360					
71	0	0	4,334	4.50%	351,612	358,386	1,000	15,000
72	0	0	4,334	4.50%	365,676	372,842	1,000	15,000
73	0	0	4,334	4.50%	380,303	387,884	1,000	15,000
74	0	0	4,334	4.50%	395,516	403,534	1,000	15,000
75	0	0	4,334	4.50%	411,336	419,818	1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

State - TX

SecurePlus Provider \$100,000 Option A (Level) See Summary of Additional Benefits for information on any riders.

Amount

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
76	\$ 0	\$ 0	\$ 4,334	4.50%	\$427,790	\$436,762	\$ 1,000	\$ 15,000
77	0	0	4,334	4.50%	444,901	454,392	1,000	15,000
78	0	0	4,334	4.50%	462,697	472,737	1,000	15,000
79	0	0	4,334	4.50%	481,205	491,825	1,000	15,000
80	0	0	4,334	4.50%	500,453	511,687	1,000	15,000
	\$30,630	\$180,509	\$216,700					
81	0	0	4,334	4.50%	520,472	532,354	1,000	15,000
82	0	0	4,334	4.50%	541,291	553,860	1,000	15,000
83	0	0	4,334	4.50%	562,942	576,238	1,000	15,000
84	0	0	4,334	4.50%	585,460	599,524	1,000	15,000
85	0	0	4,334	4.50%	608,878	623,756	1,000	15,000
	\$30,630	\$180,509	\$238,370		-		-	•

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Male

State - TX

Verified Standard NT

SecurePlus Provider

Benefit

Amount \$100,000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

				Pla	ınned	Weighted	Accumula	ted		Cash	
		Plar	nned	Lif	etime	Average	Lo	oan	Accumulated	Surrender	Death
Policy	Planned	Anı	nual	In	come	Interest	Amou	ınt	Value	Value	Benefit
Year	Premium	L	oan	В	enefit	Rate	End Y	ear	End Year	End Year	End Year
1	\$ 1,021	\$	0	\$	0	4.22%	\$	0	\$ 592	\$ 0	\$100,000
2	1,021	Ψ	0	Ψ	0	4.13%	Ψ	0	1,198	0	100,000
	·		0		0	4.10%		0		442	-
3	1,021								1,820		100,000
4	1,021		0		0	4.08%		0	2,457	1,252	100,000
5	1,021		0		0	4.06%		0	3,112	2,079	100,000
	1.021		0		0	4.050/		0	2.704	2.022	100.000
6	1,021		0		0	4.05%		0	3,784	2,923	100,000
7	1,021		0		0	4.05%		0	4,474	3,785	100,000
8	1,021		0		0	4.04%		0	5,185	4,668	100,000
9	1,021		0		0	4.04%		0	5,916	5,572	100,000
10	1,021		0		0	4.03%		0	6,748	6,576	100,000
	\$10,210	\$	0	\$	0						
11	1,021		0		0	4.02%		0	7,810	7,810	100,000
12	1,021		0		0	4.01%		0	8,909	8,909	100,000
13	-		0		0	4.01%		0	10,044	10,044	100,000
	1,021									-	,
14	1,021		0		0	4.01%		0	11,217	11,217	100,000
15	1,021		0		0	4.01%		0	12,437	12,437	100,000
16	1,021		0		0	4.01%		0	13,705	13,705	100,000
17	1,021		0		0	4.01%		0	15,019	15,019	100,000
18	1,021		0		0	4.01%		0	16,382	16,382	100,000
19	1,021		0		0	4.01%		0	17,793	17,793	100,000
1)	1,021		U		U	7.01/0		U	17,793	11,193	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001
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The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Male

SecurePlus Provider

\$100.000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

Policy Year	Planned Premium	An	nned nual Loan	I I	Planned Lifetime Income Benefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
20	\$ 1,021	\$	0	\$	0	4.01%	\$ 0	\$ 19,249	\$19,249	\$100,000
	\$20,420	\$	0	\$	0					
21	1,021		0		0	4.01%	0	20,753	20,753	100,000
22	1,021		0		0	4.01%	0	22,305	22,305	100,000
23	1,021		0		0	4.01%	0	23,902	23,902	100,000
24	1,021		0		0	4.01%	0	25,560	25,560	100,000
25	1,021		0		0	4.01%	0	27,276	27,276	100,000
26	1,021		0		0	4.01%	0	29,019	29,019	100,000
27	1,021		0		0	4.01%	0	30,809	30,809	100,000
28	1,021		0		0	4.01%	0	32,639	32,639	100,000
29	1,021		0		0	4.01%	0	34,505	34,505	100,000
30	1,021		0		0	4.01%	0	36,413	36,413	100,000
	\$30,630	\$	0	\$	0					
31	0	1	.930		1,930	4.04%	2,007	37,072	35,065	97,992
32	0	2	,007		1,930	4.04%	4,094	37,666	33,571	95,905
33	0		,087		1,930	4.05%	6,265	38,190	31,925	93,734
34	0	2	,171		1,930	4.05%	8,523	38,636	30,113	91,476
35	0	2	,258		1,930	4.06%	10,871	38,996	28,125	89,128
36	0	2	,348		1,930	4.06%	13,313	39,249	25,936	86,686

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LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001 This illustration is not complete without all pages.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

SecurePlus Provider

Benefit

Amount \$100,000

Option A (Level)

State - TX

Male

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
37	\$ 0	\$ 2,442	\$ 1,930	4.07%	\$ 15,852	\$ 39,375	\$23,523	\$ 84,147
38	0	2,540	1,930	4.08%	18,493	39,352	20,858	81,506
39	0	2,641	1,930	4.10%	21,240	39,154	17,914	78,759
40	0	2,747	1,930	4.12%	24,097	38,753	14,656	75,902
	\$30,630	\$23,171	\$ 19,300					
41	0	2,857	1,930	4.16%	27,068	38,125	11,057	72,931
42	0	2,971	1,930	4.24%	30,158	37,218	7,060	69,841
43	0	3,090	1,930	4.46%	33,371	35,960	2,589	66,628
44	0	0	1,930	4.50%	34,706	36,224	1,000	63,363
45	0	0	1,930	4.50%	36,094	37,700	1,000	60,045
46	0	0	1,930	4.50%	37,538	39,236	1,000	56,671
47	0	0	1,930	4.50%	39,040	40,836	1,000	53,240
48	0	0	1,930	4.50%	40,601	42,501	1,000	49,748
49	0	0	1,930	4.50%	42,225	44,235	1,000	46,194
50	0	0	1,930	4.50%	43,914	46,040	1,000	42,575
	\$30,630	\$32,089	\$ 38,600					
51	0	0	1,930	4.50%	45,671	47,920	1,000	38,889
52	0	0	1,930	4.50%	47,498	49,877	1,000	35,132
53	0	0	1,930	4.50%	49,398	51,914	1,000	31,302
54	0	0	1,930	4.50%	51,374	54,035	1,000	27,396

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001 This illustration is not complete without all pages.

The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

State - TX

SecurePlus Provider \$100,000 Option A (Level) See Summary of Additional Benefits for information on any riders.

Amount

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
55	\$ 0	\$ 0	\$ 1,930	4.50%	\$ 53,429	\$ 56,244	\$ 1,000	\$ 23,412
56	0	0	1,930	4.50%	55,566	58,544	1,000	19,345
57	0	0	1,930	4.50%	57,788	60,939	1,000	15,192
58	0	0	1,930	4.50%	60,100	63,433	1,000	15,000
59	0	0	1,930	4.50%	62,504	66,029	1,000	15,000
60	0	0	1,930	4.50%	65,004	68,733	1,000	15,000
	\$30,630	\$32,089	\$ 57,900					
61	0	0	1,930	4.50%	67,604	71,549	1,000	15,000
62	0	0	1,930	4.50%	70,309	74,481	1,000	15,000
63	0	0	1,930	4.50%	73,121	77,534	1,000	15,000
64	0	0	1,930	4.50%	76,046	80,714	1,000	15,000
65	0	0	1,930	4.50%	79,088	84,026	1,000	15,000
66	0	0	1,930	4.50%	82,251	87,475	1,000	15,000
67	0	0	1,930	4.50%	85,541	91,067	1,000	15,000
68	0	0	1,930	4.50%	88,963	94,808	1,000	15,000
69	0	0	1,930	4.50%	92,521	98,704	1,000	15,000
70	0	0	1,930	4.50%	96,222	102,763	1,000	15,000
	\$30,630	\$32,089	\$ 77,200					
71	0	0	1,930	4.50%	100,071	106,990	1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001 This illustration is not complete without all pages.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

State - TX

Male

SecurePlus Provider

Amount

Option A (Level)

Benefit

\$100,000

See Summary of Additional Benefits for information on any riders.

This illustration of SecurePlus Provider values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
72	\$ 0	\$ 0	\$ 1,930	4.50%	\$104,074	\$111,392	\$ 1,000	\$ 15,000
73	0	0	1,930	4.50%	108,237	115,978	1,000	15,000
74	0	0	1,930	4.50%	112,567	120,755	1,000	15,000
75	0	0 0		4.50%	117,069	125,731	1,000	15,000
76	0	0	1,930	4.50%	121,752	130,915	1,000	15,000
77	0	0	1,930	4.50%	126,622	136,314	1,000	15,000
78	0	0	1,930	4.50%	131,687	141,940	1,000	15,000
79	0	0	1,930	4.50%	136,955	147,800	1,000	15,000
80	0	0	1,930	4.50%	142,433	153,905	1,000	15,000
	\$30,630	\$32,089	\$ 96,500					
81	0	0	1,930	4.50%	148,130	160,265	1,000	15,000
82	0	0	1,930	4.50%	154,055	166,892	1,000	15,000
83	0	0	1,930	4.50%	160,218	173,796	1,000	15,000
84	0	0	1,930	4.50%	166,626	180,989	1,000	15,000
85	0	0	1,930	4.50%	173,291	188,485	1,000	15,000
	\$30,630	\$32,089	\$106,150					

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

#### A Life Insurance Illustration SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information

The Client

#### Prepared for

Presented by Sample Agent

Age 35

Verified Standard NT

Male

State - TX

Benefit Amount SecurePlus Provider \$100,000 Option A (Level) See Summary of Additional Benefits for information on any riders.

		Total	Total	Total		MEC
	Death	Level	Single	Maximum		Total
Policy	Benefit	Guideline	Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
1	\$100,000	\$ 1,316	\$15,668	\$ 15,668	\$ 1,021	\$ 3,291
2	100,000	2,632	15,668	15,668	2,042	6,582
3	100,000	3,947	15,668	15,668	3,063	9,873
4	100,000	5,263	15,668	15,668	4,084	13,164
5	100,000	6,579	15,668	15,668	5,105	16,455
6	100,000	7,895	15,668	15,668	6,126	19,746
7	100,000	9,210	15,668	15,668	7,147	23,037
8	100,000	10,526	15,668	15,668	8,168	26,328
9	100,000	11,842	15,668	15,668	9,189	29,619
10	100,000	13,158	15,668	15,668	10,210	32,910
11	100,000	14,473	15,668	15,668	11,231	36,201
12	100,000	15,789	15,668	15,789	12,252	39,492
13	100,000	17,105	15,668	17,105	13,273	42,783
14	100,000	18,421	15,668	18,421	14,294	46,074
15	100,000	19,736	15,668	19,736	15,315	49,365
16	100,000	21,052	15,668	21,052	16,336	52,656
17	100,000	22,368	15,668	22,368	17,357	55,947
18	100,000	23,684	15,668	23,684	18,378	59,238
19	100,000	24,999	15,668	24,999	19,399	62,529
20	100,000	26,315	15,668	26,315	20,420	65,820
21	100,000	27,631	15,668	27,631	21,441	69,111
22	100,000	28,947	15,668	28,947	22,462	72,402
23	100,000	30,262	15,668	30,262	23,483	75,693

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

> LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001 This illustration is not complete without all pages. Copyright

# A Life Insurance Illustration SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

SecurePlus Provider

Benefit

Amount \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

		Total	Total	Total		MEC
	Death	Level	Single	Maximum		Total
Policy	Benefit	Guideline	Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
24	\$100,000	\$ 31,578	\$15,668	\$ 31,578	\$24,504	\$ 78,984
25	100,000	32,894	15,668	32,894	25,525	82,275
26	100,000	34,210	15,668	34,210	26,546	85,566
27	100,000	35,525	15,668	35,525	27,567	88,857
28	100,000	36,841	15,668	36,841	28,588	92,148
29	100,000	38,157	15,668	38,157	29,609	95,439
30	100,000	39,473	15,668	39,473	30,630	98,730
31	95,492	40,788	15,668	40,788	30,630	102,021
32	90,804	42,104	15,668	42,104	30,630	105,312
33	85,929	43,420	15,668	43,420	30,630	108,603
34	80,858	44,736	15,668	44,736	30,630	111,894
35	76,538	46,051	15,668	46,051	30,630	115,185
36	75,627	47,367	15,668	47,367	30,630	118,476
37	73,579	48,683	15,668	48,683	30,630	121,767
38	71,254	49,999	15,668	49,999	30,630	125,058
39	68,646	51,314	15,668	51,314	30,630	128,349
40	65,749	52,630	15,668	52,630	30,630	131,640
41	62,561	53,946	15,668	53,946	30,630	134,931
42	61,453	55,262	15,668	55,262	30,630	138,222
43	60,165	56,577	15,668	56,577	30,630	141,513
44	58,676	57,893	15,668	57,893	30,630	144,804
45	56,961	59,209	15,668	59,209	30,630	148,095
	*		*		-	*

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

# A Life Insurance Illustration SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

SecurePlus Provider \$

Benefit

Amount \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

		Total	Total	Total		MEC
	Death	Level	Single	Maximum		Total
Policy	Benefit	Guideline	Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
46	\$ 54,996	\$ 60,525	\$15,668	\$ 60,525	\$30,630	\$151,386
47	52,754	61,840	15,668	61,840	30,630	154,677
48	50,209	63,156	15,668	63,156	30,630	157,968
49	47,329	64,472	15,668	64,472	30,630	161,259
50	44,075	65,788	15,668	65,788	30,630	164,550
51	40,400	67,103	15,668	67,103	30,630	167,841
52	36,251	68,419	15,668	68,419	30,630	171,132
53	31,579	69,735	15,668	69,735	30,630	174,423
54	26,339	71,051	15,668	71,051	30,630	177,714
55	20,484	72,366	15,668	72,366	30,630	181,005
56	15,000	73,682	15,668	73,682	30,630	184,296
57	15,000	74,998	15,668	74,998	30,630	187,587
58	15,000	76,314	15,668	76,314	30,630	190,878
59	15,000	77,629	15,668	77,629	30,630	194,169
60	15,000	78,945	15,668	78,945	30,630	197,460
61	15,000	80,261	15,668	80,261	30,630	200,751
62	15,000	81,577	15,668	81,577	30,630	204,042
63	15,000	82,892	15,668	82,892	30,630	207,333
64	15,000	84,208	15,668	84,208	30,630	210,624
65	15,000	85,524	15,668	85,524	30,630	213,915
66	15,000	86,840	15,668	86,840	30,630	217,206
67	15,000	88,155	15,668	88,155	30,630	220,497
68	15,000	89,471	15,668	89,471	30,630	223,788

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

This illustration is not complete without all pages.

# A Life Insurance Illustration SecurePlus Provider - Universal Life - Policy Form Series 8212TX(0305) Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

SecurePlus Provider

Benefit

Amount \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

	Total	Total	Total		MEC
Death	Level	Single	Maximum		Total
Benefit	Guideline	Guideline	Guideline	Total	7 Pay
End Year	Premium	Premium	Premium	Premium	Premium
\$ 15,000	\$ 90,787	\$15,668	\$ 90,787	\$30,630	\$227,079
15,000	92,103	15,668	92,103	30,630	230,370
15 000	02 /19	15 669	02 419	20.620	233,661
•	•		-	-	
				,	236,952
,	•		-	-	240,243
15,000	97,366	15,668	97,366	30,630	243,534
15,000	98,681	15,668	98,681	30,630	246,825
15.000	99,997	15.668	99,997	30.630	250,116
,	,			,	253,407
15,000	102,629	15,668	102,629	30,630	256,698
15,000	103,944	15,668	103,944	30,630	259,989
15,000	105,260	15,668	105,260	30,630	263,280
15 000	106 576	15 668	106 576	30.630	266,571
,	,			,	269,862
,	,			,	,
,	,			,	273,153
,	•			,	276,444
15,000	111,839	15,668	111,839	30,630	279,735
	Benefit End Year \$ 15,000 15,000 15,000 15,000 15,000 15,000 15,000 15,000 15,000 15,000 15,000 15,000 15,000 15,000 15,000	Death Benefit         Level Guideline           Benefit         Guideline           End Year         Premium           \$ 15,000         \$ 90,787           15,000         92,103           15,000         93,418           15,000         94,734           15,000         96,050           15,000         97,366           15,000         98,681           15,000         101,313           15,000         102,629           15,000         103,944           15,000         105,260           15,000         107,892           15,000         109,207           15,000         110,523	Death Benefit Benefit End Year         Level Guideline Guideline Premium         Guideline Premium           \$ 15,000         \$ 90,787         \$ \$15,668           \$ 15,000         \$ 92,103         \$ \$15,668           \$ 15,000         \$ 93,418         \$ \$15,668           \$ 15,000         \$ 94,734         \$ \$15,668           \$ 15,000         \$ 96,050         \$ \$15,668           \$ 15,000         \$ 97,366         \$ \$15,668           \$ 15,000         \$ 99,997         \$ \$15,668           \$ 15,000         \$ \$101,313         \$ \$15,668           \$ \$15,000         \$ \$103,944         \$ \$15,668           \$ \$15,000         \$ \$105,260         \$ \$15,668           \$ \$15,000         \$ \$106,576         \$ \$15,668           \$ \$15,000         \$ \$107,892         \$ \$15,668           \$ \$15,000         \$ \$109,207         \$ \$15,668           \$ \$15,000         \$ \$109,207         \$ \$15,668           \$ \$15,000         \$ \$109,207         \$ \$15,668           \$ \$15,000         \$ \$109,207         \$ \$15,668           \$ \$15,000         \$ \$109,207         \$ \$15,668	Death Benefit         Level Guideline         Single Guideline         Maximum Guideline           End Year         Premium         Premium         Premium           \$ 15,000         \$ 90,787         \$ \$15,668         \$ \$90,787           \$ 15,000         \$ 92,103         \$ \$15,668         \$ \$92,103           \$ 15,000         \$ 93,418         \$ \$15,668         \$92,103           \$ 15,000         \$ 94,734         \$15,668         \$94,734           \$ 15,000         \$ 96,050         \$15,668         \$96,050           \$ 15,000         \$ 97,366         \$15,668         \$97,366           \$ 15,000         \$ 98,681         \$15,668         \$98,681           \$ 15,000         \$ 101,313         \$15,668         \$101,313           \$ 15,000         \$ 103,944         \$15,668         \$103,944           \$ 15,000         \$ 106,576         \$15,668         \$107,892           \$ 15,000         \$ 107,892         \$15,668         \$107,892           \$ 15,000         \$ 109,207         \$15,668         \$109,207           \$ 15,000         \$ 109,207         \$15,668         \$109,207           \$ 15,000         \$ 109,207         \$15,668         \$109,207           \$ 15,000         \$ 109,2	Death Benefit Benefit Guideline End Year         Level Premium Premium         Single Guideline Guideline Guideline Premium Premium         Total Premium Premium           \$ 15,000         \$ 90,787         \$ 15,668         \$ 90,787         \$ 30,630           \$ 15,000         \$ 92,103         \$ 15,668         \$ 92,103         \$ 30,630           \$ 15,000         \$ 93,418         \$ 15,668         \$ 93,418         \$ 30,630           \$ 15,000         \$ 94,734         \$ 15,668         \$ 94,734         \$ 30,630           \$ 15,000         \$ 96,050         \$ 15,668         \$ 96,050         \$ 30,630           \$ 15,000         \$ 97,366         \$ 15,668         \$ 97,366         \$ 30,630           \$ 15,000         \$ 98,681         \$ 15,668         \$ 98,681         \$ 30,630           \$ 15,000         \$ 101,313         \$ 15,668         \$ 99,997         \$ 30,630           \$ 15,000         \$ 102,629         \$ 15,668         \$ 102,629         \$ 30,630           \$ 15,000         \$ 103,944         \$ 15,668         \$ 103,944         \$ 30,630           \$ 15,000         \$ 106,576         \$ 15,668         \$ 106,576         \$ 30,630           \$ 15,000         \$ 107,892         \$ 15,668         \$ 107,892         \$ 30,630           \$

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

## Policy Cost and Benefit Summary Prepared for The Client

Presented by Sample Agent

Age 35 Verified Standard NT Male

State - TX

\$100,000 SecurePlus Provider with benefits previously described.

Policy Year	Guaranteed Annual Cash Flow		Guaranteed End Year Net Death Benefit	Current Basis B Annual Cash Flow*	Current Basis B End Year Net Cash Value*	Current Basis B End Year Net Death Benefit*
5	\$(1,021)	\$ 1,868	\$100,000	\$(1,021)	\$ 2,327	\$100,000
10	(1,021)	5,243	100,000	(1,021)	7,712	100,000
20	(1,021)	9,651	100,000	(1,021)	26,828	100,000
36	0	0	0	0	61,863	75,627

	Averaged	_	Averaged Net	
Policy	Annual	Net Equity	Death Benefit	
Year	Cash Flow*	End Year*	End Year*	
5	\$ (1,021)	\$ 2,090	\$ 100,000	
10	(1,021)	6,432	100,000	
20	(1,021)	17,650	100,000	
36	0	19,711	88,951	

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable.

## Policy Cost and Benefit Summary Prepared for The Client

Presented by Sample Agent

Age 35 Verified Standard NT Male

\$100,000 SecurePlus Provider with benefits previously described.

State - TX

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable.

Out of pocket premiums are not required in this illustration beginning in year 31.

A copy of this illustration has been provided to the applicant/policy owner. I UNDERSTAND THAT HISTORICAL PERFORMANCE OF THE S&P 500<sup>®</sup> INDEX AND MSCI EMERGING MARKETS INDEX SHOULD NOT BE CONSIDERED A REPRESENTATION OF THE PAST OR FUTURE PERFORMANCE FOR ANY OF THE INDEXED STRATEGIES IN THE POLICY.

Date	Applicant
Date	Agent

### A Life Insurance Illustration LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

### Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount LSW FlexLife \$100.000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Agent address: 1 National Life Drive Montpelier, Vermont 05604 802 229-3333

LSW FlexLife is a flexible premium, adjustable death benefit individual life insurance policy, commonly referred to as Universal Life. It features indexed crediting options.

This illustration assumes that the currently illustrated non-guaranteed elements will continue unchanged for all years shown. This is not likely to occur and actual results may be more or less favorable than those shown.

Accelerated Benefits Rider 1 allows for the payment of a portion of an insured's death benefit if the insured is terminally ill. Terminally ill means that the insured has been certified by a physician as having an illness or chronic condition which can reasonably be expected to result in death in 24 months or less. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 2 allows for the payment of a portion of an insured's death benefit if the insured is chronically ill. Chronically ill means that the insured has been certified by a licensed health care practitioner as being unable to perform 2 out of 6 activities of daily living or is cognitively impaired. The activities of daily living are bathing, continence, dressing, eating, toileting, and transferring. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

Accelerated Benefits Rider 3 allows for the payment of a portion of the insured's death benefit if the insured experiences a qualifying event covered under the rider. Subject to state approval, the qualifying events may include: heart attack, stroke, diagnosis of cancer, diagnosis of end stage renal failure, major organ transplant, diagnosis of ALS, and blindness. Please see the rider for a complete list of the qualifying events covered. There is no premium for this rider. However, the actual payment will be less than the portion of the death benefit accelerated because the benefits are paid prior to death.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount LSW FlexLife \$100.000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Lifetime Income Benefit Rider [Form Series 20153] provides a benefit for the life of the insured in exchange for a charge from the accumulated value and provided that certain conditions are met. Conditions include but are not limited to the following: the insured must be at least age 60 but no greater than age 85; and the policy must have been in force for at least 10 years or at least 10 years have passed since the last face amount increase, whichever is later; and any outstanding policy loans must be repaid in full. The benefit payments are deducted from the accumulated value through policy loans until a minimum threshold is met. Once the minimum threshold is met, the following events occur: the benefit payments will continue to be paid for the life of the insured; a one time charge will be deducted from the cash surrender value; all other monthly deductions will be terminated; and the net death benefit and cash surrender value will continue to be reduced by the benefit payments until they reach respective minimum floors. The benefit payments will become taxable once the minimum threshold is met if the policy is not a Modified Endowment contract. All benefit payments will be taxable on Modified Endowment contracts. Policy owners should consult with their tax advisors to better understand the tax implications. Please consult the rider form for more details.

Overloan Protection Rider, when exercised under certain conditions, will prevent the policy from lapsing due to the outstanding policy loan exceeding the Accumulated Value less the Surrender Charge. Limitations apply to exercising the Overloan Protection Rider, which include that the policy be in force at least 15 years and the insured having attained the age of 75. Exercising the rider results in a paid-up policy. There is no cost for this optional rider, however, there is a fee when the rider is exercised.

Interest Crediting Strategies Rider provides LSW FlexLife with Basic Strategies, a Fixed-Term Strategy and Multiple Indexed Strategies.

Systematic Allocation Rider allows Net Premiums in excess of the Basic Strategy Minimum Value and meeting a minimum threshold to be transferred to a systematic allocation account that automatically transfers each month one twelfth of this amount to new Indexed Segments.

Definitions of key terms and column headings:

Age - The insured's age at nearest birthday.

Policy Year - The year of the policy for which information is being illustrated.

Planned Premium - The annual premium that is required under the illustrated policy.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount LSW FlexLife

Option A (Level)

State - TX

\$100,000

See Summary of Additional Benefits for information on any riders.

Planned Annual Surrender - The annual amount withdrawn from the policy. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more or less than illustrated.

Planned Annual Loan - The annual amount of money borrowed from the policy. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more of less than illustrated.

Planned Lifetime Income Benefit - The annual amount of proceeds received from the Lifetime Income Benefit Rider. This amount is not reflective of policy values and must be read in conjunction with the guaranteed or non-guaranteed policy assumptions. This value may or may not be supported by policy performance. Actual values may be more or less than illustrated.

Weighted Average Interest Rate - The weighted average interest rate is used to compute current policy values. This rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other strategies described in the illustration.

Accumulated Loan Amount End Year - The sum of all planned annual loans including unpaid loan interest.

Accumulated Value End Year - The policy equity at the end of the policy year, before deductions for any applicable surrender charges less any outstanding loans and loan interest

Cash Surrender Value End Year - The policy equity at the end of the policy year, after deductions for any applicable surrender charges and any outstanding loans and loan interest.

Death Benefit End Year - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. It may include dividends, interest and mortality credits which are not guaranteed.

Total Level Guideline Premium - The sum of the guideline level premiums calculated for the current policy year and each prior year. It is a level premium calculated at issue based on policy guarantees and an interest rate not less than 4% as specified in IRC section 7702.

Total Single Guideline Premium - The sum of the guideline single premium calculated for the current policy year and each prior year. It is calculated at issue based on policy guarantees and an interest rate not less than 6% as specified in IRC section 7702.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount LSW FlexLife \$100.000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Total Maximum Guideline Premium - The larger of the numbers in the total guideline level and the total guideline single premium columns. For a policy to qualify as life insurance, the sum of all premiums paid in the current and prior policy years cannot exceed the amount shown in this column for the current year. This must be true in every policy year.

Total Premium - The MEC total premium for any policy year is the sum of the premiums paid into the policy in the current policy year and prior policy years that are used to determine the MEC status of the policy.

MEC Total 7 Pay Premium - The MEC total 7 pay premium for any policy year is the sum of the annual payments calculated under IRC Section 7702A (the seven pay premium) for this and all prior policy years that determine whether or not the contract is a modified endowment contract (MEC). Upon the first occurrence of a number in the MEC total premium column exceeding the number for the same policy year in this column, the policy will become a MEC. Distributions other than death proceeds from a MEC, including policy loans and partial surrenders of funds will be treated as taxable gain received first and recovery of premium second. In addition to regular income tax, a 10% federal tax penalty is applicable to any taxable distribution from the MEC before the insured reaches age 59 ½. This includes policy terminations.

Guaranteed Annual Cash Flow - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on guaranteed values.

Guaranteed End Year Net Cash Value - The guaranteed equity at the end of the policy year less any outstanding policy loans, loan interest, and applicable surrender charges.

Guaranteed End Year Net Death Benefit - The guaranteed death benefit at the end of the policy year less any policy loans, loan interest and applicable surrender charges.

Current Basis B Annual Cash Flow\* - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the current interest rate and charges.

Averaged Annual Cash Flow\* - The annual (cost) of the policy or the annual amount of proceeds received from the policy before income taxes are included, based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

Averaged Net Equity End Year\* - The entire policy equity at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount \$100,000

Option A (Level)

Male

LSW FlexLife

State - TX

See Summary of Additional Benefits for information on any riders.

Averaged Net Death Benefit End Year\* - The entire policy death benefit at the end of the year after deductions for any outstanding policy loans and loan interest. Values in this column are based on the assumption credited interest rate and other charges are an average of current and guaranteed rates.

\* Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer. Actual results may be more or less favorable.

Annual Planned Payments of \$1,031.00 have been assumed to be received at the beginning of each billing period.

All values shown are end of policy year values.

A surrender charge is assessed on full surrender of a policy in the first ten policy years from the date of issue or the date of an increase in face amount. The cash surrender values in this proposal reflect applicable surrender charges. Partial withdrawals are available if the policy has positive cash surrender value. The accumulated value of the policy will be reduced by the sum of the partial withdrawal and the withdrawal fee of \$25.

The Guaranteed Basis uses an interest rate and maximum monthly deductions guaranteed by the Company. It is the most conservative basis used for the calculation of illustrated values.

The policy as illustrated using Current Basis A will provide coverage for the lifetime of the insured based on the Current Basis A interest rates and the current charges by the Company.

The policy as illustrated using Current Basis B will provide coverage for the lifetime of the insured based on the Current Basis B interest rates and the current charges by the Company.

The policy as illustrated on an average basis will provide coverage for the lifetime of the insured based on the average interest rates credited and the average charges by the Company. The average interest rates are the average of the guaranteed interest rate and the Current Basis B illustrated interest rates. The average charges are the average of guaranteed charges and current charges.

The policy as illustrated on a guaranteed basis will provide coverage for 36 policy years based on the guaranteed interest rate credited and the guaranteed charges by the Company. Coverage will then terminate unless a higher premium is paid.

The maximum level premium that can be paid into this policy based on Section 7702 of the Internal Revenue Code is \$1,219.00.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Option A (Level)

Male

LSW FlexLife

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration reflects an annual 0.35% Account Value Enhancement starting in policy year 11. The Account Value Enhancement is not guaranteed.

The following is a statement of costs and benefits for the LSW FlexLife policy illustrated on the following pages. The Net Payment Index shows your average annual outlay per \$1000 of Death Benefit. The Surrender Cost Index is the average annual amount of each planned premium that is not returned if the policy is surrendered for its cash value at the end of the vear cited.

#### INTEREST ADJUSTED COST INDEXES AT 5%

#### CURRENT BASIS B

	YEAR 10	YEAR 20
Net Payment	\$10.31	\$10.31
Surrender Cost	\$3.83	\$1.16
GUARANTEED BASIS		
	YEAR 10	YEAR 20
Net Payment	\$10.31	\$10.31
Surrender Cost	\$6.04	\$7.04

An explanation of the intended use of the above cost indexes is provided in the Life Insurance Buyer's Guide.

Variable Policy Loan Rate: A policy loan annual percentage interest rate of 4.00%, applied in arrears, is shown in this illustration. This rate may not reflect actual policy loan interest rates which depend on the month a policy was issued and are subject to change annually, based on the then current Moody's Corporate Bond Index.

This illustration reflects the Fixed Net Cost Loan Option being selected.

Please Note: This illustration may reflect a non-guaranteed assumed interest rate that exceeds the Variable Loan Rate. This outcome is favorable and is not guaranteed. Actual results may be more or less favorable. Less favorable results may significantly reduce both policy values and the size of distributions available to the policyholder, particularly when Variable Net Cost Loans are utilized. Current Basis A reflects projected values under the assumption that the non-guaranteed assumed interest rate equals the Variable Loan Rate. This represents a less favorable scenario for the policyholder. This second projection is useful as a point of comparison.

Please Note: The illustrated values that make up this ledger proposal should not be regarded as an offer nor as a contract to insure. If the presentation, of which this ledger is a part results in a policy being issued with different illustrated values than those in this ledger, the actual values illustrated with the policy shall control.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount

Option A (Level)

LSW FlexLife \$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

**Tax Treatment:** The Company will report any eligible distributions, under any accelerated benefits rider, subject to existing IRS guidance and facts at the time of distribution. However, proper tax treatment for any accelerated benefits you receive under this insurance contract depends on a number of factors. These factors include, among others, the provisions of the law, the terms of the contract, and your personal situation at the time payments are made. These factors may permit some or all of the payments to be excluded from income or may require some or all the payments to be included in income for tax purposes. You should consult with your own tax advisor in deciding how to report the payments.

#### Lifetime Income Benefit Rider

The Lifetime Income Benefit Rider provides a benefit if certain conditions are met and the rider is exercised. After excercise, the rider guarantees a benefit payment for the life of the insured in exchange for a monthly charge from the accumulated value.

Conditions for exercising the rider include, but are not limited to:

- The insured must have attained age 60 but no greater than attained age 85
- The policy must have been inforce for at least 10 years or at least 10 years has passed since the last face amount increase, whichever is later; and
- Any outstanding policy loans must be repaid in full; and
- The policy's death benefit ratio is less than or equal to the maximum death benefit ratio, where:
  - The death benefit ratio is equal to the death benefit at the time of exercise divided by the accumulated value at the time of excercise: and
  - The maximum death benefit ratio is the highest death benefit ratio allowed to excercise this rider; and
- All outstanding loans have been repaid in full and
- Benefit payments are greater than or equal to \$100.

Benefit payments are funded via policy loans, which will reduce the policy's cash value and death benefit. The policyholder cannot request additional withdrawals or policy loans during the benefit payment period. Once a minimum threshold value is reached, a one time charge will be applied against the accumulated value and the rider will continue to provide the guaranteed lifetime income benefit. While values may still be deducted from the policy, the death benefit will never be reduced to less than \$15,000 and the cash surrender value not less than \$1,000.

After the minimum policy value is reached, the tax treatment of the income benefit payments may be considered taxable income. For Modified Endowment Contracts, all income benefit payments received may be considered taxable income. Policyowners should consult with their tax advisors to better understand the tax implications for their particular circumstances.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information

Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount \$100,000 LSW FlexLife

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

#### Lifetime Income Benefit Rider (continued)

The Owner may choose, at the end of the Accumulation Period, between a Level Payout Option or an Increasing Payout Option. The Payout option selected may not be changed after the rider has been exercised. This illustration assumes the Level Payout Option has been elected.

The Level Payout Option provides for a Guaranteed Income Payment that remains level, subject to Income Base increases. The Guaranteed Income Payment with the Level Payout Option starts at a higher amount than that available with the Increasing Payout Option but is not subject to the annual increase that is applied with the Increasing Payout Option.

The Increasing Payout Option provides for a Guaranteed Income Payment that will increase, on every rider anniversary, by an adjustment amount equal to the Increasing Adjustment. The Increasing Payout Option is also subject to Income Base increases. The Increasing Adjustment is equal to the Guaranteed Income Payment for the prior year multiplied by the Annual Increase Percentage currently equal to 3.0%.

This rider includes a ratchet feature. The ratchet feature resets the income base at the end of every 5th Lifetime Income Benefit anniversary during the income period. At that time if the cash surrender value is higher than it was on the previous recalculation date, the income base will be increased to equal the higher cash surrender value. The benefit payments will then be recalculated using the adjusted income base. If the cash surrender value is lower than it was on the previous recalculation date, the income base will not be reduced.

Once the rider is exercised, no additional premiums can be paid into the contract or the rider will terminate. Exercising the Lifetime Income Benefit Rider may reduce or terminate other rider benefits. National Life reserves the right to charge a processing fee for modal income benefit payments, which may be monthly, quarterly, semi-annually or annually. There is no additional charge for the rider prior to exercising it. Please read the rider information carefully before exercising the rider.

#### A Life Insurance Illustration LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Benefit

LSW FlexLife

Age 35

Verified Standard NT

Male

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Amount

\$100,000

#### **Indexed Strategies**

This product is a life insurance product and does not represent an investment in the stock market.

This product features a fixed crediting strategy and five indexed crediting strategies. The following is a summary of the characteristics of the indexed crediting strategies that are available in this policy. Please refer to the policy for complete details. In the event of any conflict, the policy language will control.

This policy features five distinct indexed crediting strategies, Indexed Strategy 1, which uses a S&P 500® point-to-point crediting method, Indexed Strategy 2, which uses a S&P 500<sup>®</sup> point-to-point crediting method with a focus on the Participation Rate, Indexed Strategy 3, which uses a S&P 500<sup>®</sup> point-to-point crediting method with no Earnings Cap, Indexed Strategy 4, which uses a S&P 500<sup>®</sup> point-to-average crediting method with no Earnings Cap, and Indexed Strategy 5, which uses a MSCI Emerging Markets point-to-point crediting method.

For Indexed Strategies 1, 2, 3, and 5 the Annual Index Growth is calculated as the percentage increase in the Index, if any, from one segment anniversary to the next segment anniversary.

For Indexed Strategy 4, the daily average value of the Index is calculated for the period covering one segment anniversary to the next segment anniversary. The Annual Index Growth is calculated as the percentage increase in the daily average value, if any, over the Index value on the preceding segment anniversary.

Each transfer to an indexed strategy creates a distinct Indexed Segment with a segment length of one year. Index Earnings are credited to each Indexed Segment on the annual segment anniversary. Index Earnings are not calculated or credited between segment anniversaries. Each Indexed Segment will have a Participation Rate and an Index Earnings Cap, which are determined in advance for each twelve-month period and are subject to change on each segment anniversary.

The Index Earnings for an Indexed Segment on the segment anniversary are calculated as the Annual Index Growth for the segment, multiplied by the segment's Participation Rate, with this product adjusted so that it is no less than 0% and no greater than the segment's Index Earnings Cap.

At the end of the one-year segment length, the value in that segment is transferred to the Basic Strategy for automatic reallocation using the strategy allocation in force at that time. This strategy allocation may be changed by the Owner upon request.

The Indexes for these strategies will be the S&P 500<sup>®</sup> Index and MSCI Emerging Markets Index, excluding dividends. The Annual Index Growth for an Indexed Segment is calculated on the segment anniversary based on the performance of that Index.

#### A Life Insurance Illustration LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount \$100,000 LSW FlexLife

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

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Certain features of this contract may be indexed to an MSCI Index. This contract is not sponsored, endorsed, sold or promoted by MSCI, Inc. and MSCI bears no liability with respect to any such contracts. A more detailed description of the limited relationship MSCI has with Life Insurance Company of the Southwest accompanies the contract. The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. The MSCI Emerging Markets Index consists of the following 21 emerging market country indices: Brazil, Chile, China, Colombia, Czech Republic, Egypt, Hungary, India, Indonesia, Korea, Malaysia, Mexico, Morocco, Peru, Philippines, Poland, Russia, South Africa, Taiwan, Thailand, and Turkey.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911) Statement of Policy Cost and Benefit Information

#### Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount

Option A (Level)

Male

LSW FlexLife

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

The historical rates shown below were based on the Average Rate of Return for the S&P 500<sup>®</sup> and MSCI Emerging Markets computed backwards from 12/21/2012 for the number of years indicated and adjusted by the cap, floor, and participation rates for each of the Index Strategies as indicated on the following page.

The actual credited rate for each policy year will vary based on the actual change in the index. These figures do not represent actual interest that would have been credited because the Participation rate and Cap would have changed over time and actual results would have been different. There are administrative, cost of insurance and other charges associated with the LSW FlexLife IUL policy. The historical returns by strategy do not reflect these charges. It is not meant to predict future performance. It is not possible to know in advance what the actual credited rate will be.

#### Hypothetical Returns by Strategy

	S&P 500® Indexed Strategy 1	S&P 500® Indexed Strategy 2	S&P 500® Indexed Strategy 3	S&P 500® Indexed Strategy 4	MSCI EM Indexed Strategy 5
5-Year Average Rate of Return	5.80%	5.60%	6.00%	6.30%	5.80%
10-Year Average Rate of Return	7.10%	7.30%	6.30%	6.20%	8.00%
20-Year Average Rate of Return	7.50%	7.50%	7.40%	7.00%	6.30%
Historical Average Rate of Return*	8.10%	8.00%	7.90%	7.50%	6.90%
Maximum Illustrated Rate**	8.10%	8.00%	7.90%	7.50%	6.90%

<sup>\*</sup>The historical period for S&P 500<sup>®</sup> is from 1984 to 12/21/2012. The historical period for MSCI Emerging Markets is from 1988 to 12/21/2012.

<sup>\*\*</sup> The maximum illustrated interest rate for each strategy is based upon the historical performance, from the inception date of the S&P 500<sup>®</sup> and MSCI Emerging Markets to 12/21/2012 and adjusted for the current Participation Rate and Index Earnings Cap - if applicable - per Strategy as indicated on the following page.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911) Statement of Policy Cost and Benefit Information

#### Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

N/

Male

Benefit Amount LSW FlexLife \$100.000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

The chart below reflects the current and guaranteed cap rates and participation rates and maximum illustration rate for each Indexed Strategy. The current rates are not guaranteed and are subject to change, but will never be lower than the guaranteed rates.

#### Indexed Crediting Method

	S&P 500® Indexed Strategy 1	S&P 500® Indexed Strategy 2	S&P 500® Indexed Strategy 3	S&P 500® Indexed Strategy 4	MSCI EM Indexed Strategy 5
Current Cap Rate	13.00%	11.50%	No Cap	No Cap	11.50%
Guaranteed Cap Rate	3.10%	3.00%	No Cap	No Cap	3.00%
Current Participation Rate	100.00%	140.00%	63.00%	115.00%	100.00%
Guaranteed Participation Rate	100.00%	110.00%	25.00%	30.00%	100.00%
Maximum Illustration Rate	8.10%	8.00%	7.90%	7.50%	6.90%

The illustrated assumed interest rates cannot exceed the maximum illustration rates allowed by the company, as shown above. The maximum illustration rates, for Indexed Strategies 1, 2, 3, and 4 are based on applying the current cap rates and participation rates to the S&P 500<sup>®</sup> Index historical performance from 1984 through 2012. The maximum illustration rate, for Indexed Strategy 5 is based on applying the current cap rate and participation rate to the MSCI Emerging Markets Index historical performance from 1988 through 2012. The historical performance of the S&P 500<sup>®</sup> and MSCI Emerging Markets Indexes should not be considered a representation of past or future performance for any of the Indexed Strategies available in this policy, nor is it an estimate of the returns that a policyholder can expect based on the current caps and participation rates. The future rate credited for any of these strategies may be less than or greater than the non-guaranteed assumed interest rates used in this illustration.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

LSW FlexLife

Amount

Option A (Level)

Benefit

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

#### Non-Guaranteed Assumed Interest Rate Disclosure

	Initial	Current Basis A	Current Basis B
Strategy	llocation	Interest Rate	Interest Rate
Basic Strategy		4.75%	4.75%
Fixed-Term Strategy	0%	5.25%	5.25%
Indexed Strategy 1, S&P 500 <sup>®</sup> point-to-point	100%	4.00%	8.10%
Indexed Strategy 2, S&P 500 <sup>®</sup> point-to-point with Participation Rate Focus	0%	4.00%	8.00%
Indexed Strategy 3, S&P 500 <sup>®</sup> point-to-point with no Cap	0%	4.00%	7.90%
Indexed Strategy 4, S&P 500® point-to-average with no Cap	0%	4.00%	7.50%
Indexed Strategy 5, MSCI Emerging Markets point-to-point	0%	4.00%	6.90%

For illustrative purposes, a weighted average interest rate is used to compute policy values. This weighted average interest rate varies by policy year, and is based upon the amount of money required in the Basic Strategy and the allocation between the other six strategies indicated above.

#### LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

LSW FlexLife

Amount

Option A (Level)

Benefit

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

#### Summary of Additional Benefits

Rider	Insured's Issue Age/ Classification	Initial Benefit Amount	Coverage to Age	Guaranteed Monthly Cost in Year 1	Current Monthly Cost in Year 1
Accelerated Benefits Rider 1	NA	NA	NA	None	None
Accelerated Benefits Rider 2	NA	NA	NA	None	None
Accelerated Benefits Rider 3	NA	NA	NA	None	None
Interest Crediting Strategies Rider	NA	NA	NA	None	None
Lifetime Income Benefit Rider	NA	NA	NA	None	None
Overloan Protection Rider	NA	NA	NA	None	None
Systematic Allocation Rider	NA	NA	NA	None	None

NA = not applicable

The Client

Presented by Sample Agent

Verified Standard NT

Age 35

Benefit Amount Male LSW FlexLife \$100,000 Option A (Level) State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
1	\$ 1,031	\$0	\$0	\$0	\$0	\$ 567	\$ 0	\$100,000
2	1,031	0	0	0	0	1,142	0	100,000
3	1,031	0	0	0	0	1,724	45	100,000
4	1,031	0	0	0	0	2,310	781	100,000
5	1,031	0	0	0	0	2,902	1,526	100,000
6	1,031	0	0	0	0	3,498	2,337	100,000
7	1,031	0	0	0	0	4,096	3,155	100,000
8	1,031	0	0	0	0	4,694	3,979	100,000
9	1,031	0	0	0	0	5,289	4,806	100,000
10	1,031	0	0	0	0	5,879	5,634	100,000
	\$10,310	\$0	\$0	\$0				
11	1,031	0	0	0	0	6,462	6,462	100,000
12	1,031	0	0	0	0	7,037	7,037	100,000
13	1,031	0	0	0	0	7,603	7,603	100,000
14	1,031	0	0	0	0	8,171	8,171	100,000
15	1,031	0	0	0	0	8,737	8,737	100,000
16	1,031	0	0	0	0	9,296	9,296	100,000
17	1,031	0	0	0	0	9,844	9,844	100,000
18	1,031	0	0	0	0	10,373	10,373	100,000
19	1,031	0	0	0	0	10,879	10,879	100,000
20	1,031	0	0	0	0	11,351	11,351	100,000
	\$20,620	\$0	\$0	\$0				
21	1,031	0	0	0	0	11,780	11,780	100,000
22	1,031	0	0	0	0	12,164	12,164	100,000

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

\$100.000 LSW FlexLife

Option A (Level)

State - TX

Benefit

See Summary of Additional Benefits for information on any riders.

Amount

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
23	\$ 1,031	\$0	\$0	\$0	\$0	\$12,497	\$12,497	\$100,000
24	1,031	0	0	0	0	12,787	12,787	100,000
25	1,031	0	0	0	0	13,025	13,025	100,000
26	1,031	0	0	0	0	13,198	13,198	100,000
27	1,031	0	0	0	0	13,288	13,288	100,000
28	1,031	0	0	0	0	13,272	13,272	100,000
29	1,031	0	0	0	0	13,135	13,135	100,000
30	1,031	0	0	0	0	12,865	12,865	100,000
	\$30,930	\$0	\$0	\$0				
31	0	0	0	0	0	11,444	11,444	100,000
32	0	0	0	0	0	9,827	9,827	100,000
33	0	0	0	0	0	8,000	8,000	100,000
34	0	0	0	0	0	5,936	5,936	100,000
35	0	0	0	0	0	3,613	3,613	100,000
36	0	0	0	0	0	970	970	100,000
37	0	0	0	0	0	0	0	0
38	0	0	0	0	0	0	0	0
39	0	0	0	0	0	0	0	0
40	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
41	0	0	0	0	0	0	0	0
42	0	0	0	0	0	0	0	0
43	0	0	0	0	0	0	0	0
44	0	0	0	0	0	0	0	0

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount LSW FlexLife

Option A (Level)

State - TX

\$100.000

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
45	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0
46	0	0	0	0	0	0	0	0
47	0	0	0	0	0	0	0	0
48	0	0	0	0	0	0	0	0
49	0	0	0	0	0	0	0	0
50	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
51	0	0	0	0	0	0	0	0
52	0	0	0	0	0	0	0	0
53	0	0	0	0	0	0	0	0
54	0	0	0	0	0	0	0	0
55	0	0	0	0	0	0	0	0
56	0	0	0	0	0	0	0	0
57	0	0	0	0	0	0	0	0
58	0	0	0	0	0	0	0	0
59	0	0	0	0	0	0	0	0
60	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
61	0	0	0	0	0	0	0	0
62	0	0	0	0	0	0	0	0
63	0	0	0	0	0	0	0	0
64	0	0	0	0	0	0	0	0
65	0	0	0	0	0	0	0	0

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

#### Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit Amount Male

\$100.000 LSW FlexLife

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Guaranteed Basis illustrated rate and maximum monthly deductions will continue in the future. The interest rate used in the calculation of guaranteed values is 2.50%.

#### Guaranteed Values at 2.50%

				Planned	Accumulated		Cash	
		Planned	Planned	Lifetime	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Annual	Income	Amount	Value	Value	Benefit
Year	Premium	Surrender	Loan	Benefit	End Year	End Year	End Year	End Year
66	\$ 0	\$0	\$0	\$0	\$0	\$ 0	\$ 0	\$ 0
67	0	0	0	0	0	0	0	0
68	0	0	0	0	0	0	0	0
69	0	0	0	0	0	0	0	0
70	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
71	0	0	0	0	0	0	0	0
72	0	0	0	0	0	0	0	0
73	0	0	0	0	0	0	0	0
74	0	0	0	0	0	0	0	0
75	0	0	0	0	0	0	0	0
76	0	0	0	0	0	0	0	0
77	0	0	0	0	0	0	0	0
78	0	0	0	0	0	0	0	0
79	0	0	0	0	0	0	0	0
80	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				
81	0	0	0	0	0	0	0	0
82	0	0	0	0	0	0	0	0
83	0	0	0	0	0	0	0	0
84	0	0	0	0	0	0	0	0
85	0	0	0	0	0	0	0	0
	\$30,930	\$0	\$0	\$0				

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

LSW FlexLife

Amount

Option A (Level)

Benefit

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

				Pl	anned	Weighted	Accumu	lated		Cash	
		Pla	nned	Li	fetime	Average	I	Loan	Accumulated	Surrender	Death
Policy	Planned	Aı	nnual	In	come	Interest	Am	ount	Value	Value	Benefit
Year	Premium		Loan	В	enefit	Rate	End	Year	End Year	End Year	End Year
1	\$ 1,031	\$	0	\$	0	6.69%	\$	0	\$ 632	\$ 0	\$100,000
2	1,031		0		0	7.24%		0	1,311	0	100,000
3	1,031		0		0	7.49%		0	2,043	364	100,000
4	1,031		0		0	7.63%		0	2,822	1,293	100,000
5	1,031		0		0	7.72%		0	3,662	2,286	100,000
6	1,031		0		0	7.78%		0	4,556	3,395	100,000
7	1,031		0		0	7.82%		0	5,511	4,570	100,000
8	1,031		0		0	7.86%		0	6,531	5,816	100,000
9	1,031		0		0	7.89%		0	7,631	7,148	100,000
10	1,031		0		0	7.91%		0	8,797	8,552	100,000
	\$10,310	\$	0	\$	0						
11	1,031		0		0	8.02%		0	10,376	10,376	100,000
12	1,031		0		0	8.03%		0	12,081	12,081	100,000
13	1,031		0		0	8.04%		0	13,925	13,925	100,000
14	1,031		0		0	8.04%		0	15,920	15,920	100,000
15	1,031		0		0	8.05%		0	18,078	18,078	100,000
16	1,031		0		0	8.05%		0	20,409	20,409	100,000
17	1,031		0		0	8.06%		0	22,926	22,926	100,000
18	1,031		0		0	8.06%		0	25,645	25,645	100,000
19	1,031		0		0	8.06%		0	28,583	28,583	100,000
20	1,031		0		0	8.06%		0	31,760	31,760	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

State - TX

Amount \$100,000 LSW FlexLife Option A (Level) See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

				Pl	anned	Weighted	Accumulat	ed		Cash	
		Pla	nned	Li	fetime	Average	Lo	an	Accumulated	Surrender	Death
Policy	Planned	An	ınual	Ir	ncome	Interest	Amou	nt	Value	Value	Benefit
Year	Premium	I	Loan	В	enefit	Rate	End Ye	ear	End Year	End Year	End Year
	\$20,620	\$	0	\$	0						
21	\$ 1,031	\$	0	\$	0	8.06%	\$	0	\$ 35,196	\$35,196	\$100,000
22	1,031		0		0	8.07%		0	38,914	38,914	100,000
23	1,031		0		0	8.07%		0	42,940	42,940	100,000
24	1,031		0		0	8.07%		0	47,302	47,302	100,000
25	1,031		0		0	8.07%		0	52,033	52,033	100,000
26	1,031		0		0	8.07%		0	57,156	57,156	100,000
27	1,031		0		0	8.08%		0	62,716	62,716	100,000
28	1,031		0		0	8.08%		0	68,757	68,757	100,000
29	1,031		0		0	8.08%		0	75,327	75,327	100,000
30	1,031		0		0	8.08%		0	82,488	82,488	100,636
	\$30,930	\$	0	\$	0				,	- ,	,
31	0	5	,733		5,733	7.81%	5,90	62	88,180	82,218	99,854
32	0		,962		5,733	7.81%	12,10		94,030	81,867	99,732
33	0		,201		5,733	7.80%	18,6		100,036	81,424	99,430
34	0		,449		5,733	7.80%	25,3		106,200	80,882	98,936
35	0		,707		5,733	7.79%	32,29		112,524	80,230	98,234
			,		,		,		,	,	,
36	0	6	,975		5,733	7.79%	39,54	47	119,006	79,458	97,309
37	0	7	,254		5,733	7.78%	47,09	91	125,666	78,574	94,911
38	0	7	,544		5,733	7.78%	54,93	37	132,511	77,574	92,150
39	0	7	,846		5,733	7.77%	63,09	97	139,550	76,453	89,012

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LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount LSW FlexLife \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
40	\$ 0	\$ 8,160	\$ 5,733	7.77%	\$ 71,583	\$146,796	\$75,213	\$ 85,488
	\$30,930	\$ 68,831	\$ 57,330					
41	0	8,486	5,733	7.76%	80,409	154,266	73,857	81,571
42	0	8,826	5,733	7.75%	89,587	161,892	72,304	80,399
43	0	9,179	5,733	7.74%	99,133	169,663	70,530	79,013
44	0	9,546	5,733	7.72%	109,061	177,568	68,507	77,385
45	0	9,928	5,733	7.70%	119,385	185,593	66,208	75,487
46	0	10,325	5,733	7.68%	130,123	193,724	63,601	73,287
47	0	10,738	5,733	7.66%	141,290	201,944	60,653	70,750
48	0	11,167	5,733	7.63%	152,904	210,234	57,330	67,842
49	0	11,614	5,733	7.59%	164,982	218,574	53,591	64,520
50	0	12,078	5,733	7.54%	177,544	226,931	49,387	60,733
	\$30,930	\$170,718	\$114,660					
51	0	12,562	5,733	7.47%	190,608	235,267	44,658	56,422
52	0	13,064	5,733	7.38%	204,195	243,534	39,338	51,515
53	0	13,587	5,733	7.25%	218,325	251,689	33,364	45,948
54	0	14,130	5,733	7.04%	233,020	259,688	26,668	39,652
55	0	14,695	5,733	6.67%	248,303	267,492	19,188	32,563
56	0	15,283	5,733	4.75%	264,198	267,008	2,810	16,160
57	0	0	5,733	4.75%	274,765	277,720	1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

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Page 21 of 33

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit LSW FlexLife Amount

Option A (Level)

Male

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

			Planned	Weighted	Accumulated					
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death		
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit		
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year		
58	\$ 0	\$ 0	\$ 5,733	4.75%	\$285,756	\$288,861	\$ 1,000	\$ 15,000		
59	0	0	5,733	4.75%	297,186	300,450	1,000	15,000		
60	0	0	5,733	4.75%	309,074	312,504	1,000	15,000		
	\$30,930	\$254,039	\$171,990							
61	0	0	5,733	4.75%	321,437	325,042	1,000	15,000		
62	0	0	5,733	4.75%	334,294	338,084	1,000	15,000		
63	0	0	5,733	4.75%	347,666	351,649	1,000	15,000		
64	0	0	5,733	4.75%	361,573	365,760	1,000	15,000		
65	0	0	5,733	4.75%	376,036	380,436	1,000	15,000		
66	0	0	5,733	4.75%	391,077	395,703	1,000	15,000		
67	0	0	5,733	4.75%	406,720	411,582	1,000	15,000		
68	0	0	5,733	4.75%	422,989	428,099	1,000	15,000		
69	0	0	5,733	4.75%	439,909	445,280	1,000	15,000		
70	0	0	5,733	4.75%	457,505	463,151	1,000	15,000		
	\$30,930	\$254,039	\$229,320							
71	0	0	5,733	4.75%	475,805	481,739	1,000	15,000		
72	0	0	5,733	4.75%	494,837	501,075	1,000	15,000		
73	0	0	5,733	4.75%	514,631	521,187	1,000	15,000		
74	0	0	5,733	4.75%	535,216	542,107	1,000	15,000		
75	0	0	5,733	4.75%	556,625	563,868	1,000	15,000		

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

LSW FlexLife

Benefit

Amount

Option A (Level)

State - TX

\$100,000

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis B illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis B Values

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
76	\$ 0	\$ 0	\$ 5,733	4.75%	\$578,890	\$586,503	\$ 1,000	\$ 15,000
77	0	0	5,733	4.75%	602,046	610,047	1,000	15,000
78	0	0	5,733	4.75%	626,127	634,538	1,000	15,000
79	0	0	5,733	4.75%	651,173	660,013	1,000	15,000
80	0	0	5,733	4.75%	677,219	686,511	1,000	15,000
	\$30,930	\$254,039	\$286,650					
81	0	0	5,733	4.75%	704,308	714,075	1,000	15,000
82	0	0	5,733	4.75%	732,481	742,746	1,000	15,000
83	0	0	5,733	4.75%	761,780	772,569	1,000	15,000
84	0	0	5,733	4.75%	792,251	803,592	1,000	15,000
85	0	0	5,733	4.75%	823,941	835,861	1,000	15,000
	\$30,930	\$254,039	\$315,315					

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

LSW FlexLife

Benefit

Amount

Option A (Level)

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

Policy Year	Planned Premium	An	nned nual .oan	Lif In	enned Petime come enefit	Weighted Average Interest Rate	Accumulated Loan Amount End Year	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
1	\$ 1,031	\$	0	\$	0	4.31%	\$ 0	\$ 613	\$ 0	\$100,000
2	1,031		0		0	4.19%	0	1,250	0	100,000
3	1,031		0		0	4.13%	0	1,910	231	100,000
4	1,031		0		0	4.10%	0	2,585	1,056	100,000
5	1,031		0		0	4.08%	0	3,286	1,910	100,000
6	1,031		0		0	4.07%	0	4,003	2,842	100,000
7	1,031		0		0	4.06%	0	4,738	3,797	100,000
8	1,031		0		0	4.06%	0	5,491	4,776	100,000
9	1,031		0		0	4.05%	0	6,272	5,789	100,000
10	1,031		0		0	4.04%	0	7,065	6,820	100,000
	\$10,310	\$	0	\$	0			ŕ		ŕ
11	1,031		0		0	4.01%	0	8,177	8,177	100,000
12	1,031		0		0	4.01%	0	9,330	9,330	100,000
13	1,031		0		0	4.01%	0	10,527	10,527	100,000
14	1,031		0		0	4.01%	0	11,769	11,769	100,000
15	1,031		0		0	4.01%	0	13,059	13,059	100,000
16	1,031		0		0	4.01%	0	14,392	14,392	100,000
17	1,031		0		0	4.01%	0	15,770	15,770	100,000
18	1,031		0		0	4.01%	0	17,193	17,193	100,000
19	1,031		0		0	4.01%	0	18,663	18,663	100,000
20	1,031		0		0	4.01%	0	20,179	20,179	100,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit Amount LSW FlexLife \$100,000

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

Policy Year	Planned Premium	An	nned nual Loan	Li In	anned fetime come enefit	Weighted Average Interest Rate	Accumulat Los Amou End Ye	an int	Accumulated Value End Year	Cash Surrender Value End Year	Death Benefit End Year
	\$20,620	\$	0	\$	0						
21	\$ 1,031	\$	0	\$	0	4.01%	\$	0	\$ 21,745	\$21,745	\$100,000
22	1,031		0		0	4.01%		0	23,359	23,359	100,000
23	1,031		0		0	4.01%		0	25,024	25,024	100,000
24	1,031		0		0	4.01%		0	26,741	26,741	100,000
25	1,031		0		0	4.01%		0	28,511	28,511	100,000
26	1,031		0		0	4.01%		0	30,319	30,319	100,000
27	1,031		0		0	4.01%		0	32,174	32,174	100,000
28	1,031		0		0	4.01%		0	34,071	34,071	100,000
29	1,031		0		0	4.01%		0	36,008	36,008	100,000
30	1,031		0		0	4.01%		0	37,986	37,986	100,000
	\$30,930	\$	0	\$	0						
31	0	2.	,070		2,070	4.06%	2,1:	53	38,741	36,588	97,846
32	0	2.	,153		2,070	4.06%	4,39	92	39,464	35,072	95,607
33	0	2.	,239		2,070	4.07%	6,72	20	40,155	33,434	93,279
34	0	2.	,329		2,070	4.07%	9,14	42	40,807	31,665	90,857
35	0	2	,422		2,070	4.08%	11,60	61	41,420	29,759	88,338
36	0	2.	,519		2,070	4.08%	14,28	80	41,980	27,699	85,719
37	0		,619		2,070	4.09%	17,00		42,476	25,471	82,994
38	0		,724		2,070	4.11%	19,83		42,896	23,058	80,161
39	0		,833		2,070	4.12%	22,78	84	43,221	20,436	77,215

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

LSW FlexLife

Benefit

Amount

Option A (Level)

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
40	\$ 0	\$ 2,947	\$ 2,070	4.15%	\$ 25,849	\$ 43,435	\$17,585	\$ 74,150
	\$30,930	\$24,855	\$ 20,700					
41	0	3,064	2,070	4.18%	29,036	43,525	14,489	70,963
42	0	3,187	2,070	4.24%	32,350	43,463	11,112	67,649
43	0	3,314	2,070	4.34%	35,797	43,205	7,407	64,202
44	0	3,447	2,070	4.61%	39,382	42,712	3,329	60,617
45	0	0	2,070	4.75%	40,958	42,985	1,000	56,971
46	0	0	2,070	4.75%	42,596	44,727	1,000	53,263
47	0	0	2,070	4.75%	44,300	46,539	1,000	49,489
48	0	0	2,070	4.75%	46,072	48,426	1,000	45,646
49	0	0	2,070	4.75%	47,915	50,389	1,000	41,733
50	0	0	2,070	4.75%	49,831	52,432	1,000	37,746
	\$30,930	\$37,867	\$ 41,400					
51	0	0	2,070	4.75%	51,825	54,558	1,000	33,683
52	0	0	2,070	4.75%	53,898	56,771	1,000	29,540
53	0	0	2,070	4.75%	56,054	59,073	1,000	25,314
54	0	0	2,070	4.75%	58,296	61,470	1,000	21,001
55	0	0	2,070	4.75%	60,628	63,964	1,000	16,599
56	0	0	2,070	4.75%	63,053	66,559	1,000	15,000
57	0	0	2,070	4.75%	65,575	69,260	1,000	15,000
			*		*	*	*	*

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

LIFE INSURANCE COMPANY OF THE SOUTHWEST, ADDISON, TX 75001

The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

ornica Stariati

Male

LSW FlexLife \$100,000 O

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Amount

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
58	\$ 0	\$ 0	\$ 2,070	4.75%	\$ 68,198	\$ 72,072	\$ 1,000	\$ 15,000
59	0	0	2,070	4.75%	70,926	74,998	1,000	15,000
60	0	0	2,070	4.75%	73,763	78,043	1,000	15,000
	\$30,930	\$37,867	\$ 62,100					
61	0	0	2,070	4.75%	76,713	81,212	1,000	15,000
62	0	0	2,070	4.75%	79,782	84,510	1,000	15,000
63	0	0	2,070	4.75%	82,973	87,943	1,000	15,000
64	0	0	2,070	4.75%	86,292	91,516	1,000	15,000
65	0	0	2,070	4.75%	89,744	95,234	1,000	15,000
66	0	0	2,070	4.75%	93,334	99,105	1,000	15,000
67	0	0	2,070	4.75%	97,067	103,133	1,000	15,000
68	0	0	2,070	4.75%	100,950	107,325	1,000	15,000
69	0	0	2,070	4.75%	104,988	111,689	1,000	15,000
70	0	0	2,070	4.75%	109,187	116,231	1,000	15,000
	\$30,930	\$37,867	\$ 82,800					
71	0	0	2,070	4.75%	113,555	120,958	1,000	15,000
72	0	0	2,070	4.75%	118,097	125,879	1,000	15,000
73	0	0	2,070	4.75%	122,821	131,000	1,000	15,000
74	0	0	2,070	4.75%	127,734	136,331	1,000	15,000
75	0	0	2,070	4.75%	132,843	141,879	1,000	15,000

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

#### A Life Insurance Illustration LSW FlexLife - Universal Life - Policy Form Series ICC11-8973(0911)

#### Statement of Policy Cost and Benefit Information Prepared for

The Client

Presented by Sample Agent

Benefit

Age 35

Verified Standard NT

Male

State - TX

\$100,000 LSW FlexLife Option A (Level)

Amount

See Summary of Additional Benefits for information on any riders.

This illustration of LSW FlexLife values assumes payments are made in the amounts shown and that the Current Basis A illustrated rate and monthly deductions will continue in the future. The interest rate used in the calculation of current values is the weighted average rate shown in the column below.

#### \*Current Basis A Values

			Planned	Weighted	Accumulated		Cash	
		Planned	Lifetime	Average	Loan	Accumulated	Surrender	Death
Policy	Planned	Annual	Income	Interest	Amount	Value	Value	Benefit
Year	Premium	Loan	Benefit	Rate	End Year	End Year	End Year	End Year
76	\$ 0	\$ 0	\$ 2,070	4.75%	\$138,157	\$147,655	\$ 1,000	\$ 15,000
77	0	0	2,070	4.75%	143,683	153,666	1,000	15,000
78	0	0	2,070	4.75%	149,430	159,923	1,000	15,000
79	0	0	2,070	4.75%	155,408	166,437	1,000	15,000
80	0	0	2,070	4.75%	161,624	173,217	1,000	15,000
	\$30,930	\$37,867	\$103,500					
81	0	0	2,070	4.75%	168,089	180,274	1,000	15,000
82	0	0	2,070	4.75%	174,812	187,620	1,000	15,000
83	0	0	2,070	4.75%	181,805	195,267	1,000	15,000
84	0	0	2,070	4.75%	189,077	203,227	1,000	15,000
85	0	0	2,070	4.75%	196,640	211,513	1,000	15,000
	\$30,930	\$37,867	\$113,850					

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable. See prior pages for guaranteed values.

### Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

LSW FlexLife \$100,000

Benefit

Option A (Level)

State - TX

See Summary of Additional Benefits for information on any riders.

Amount

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Total Premium	MEC Total 7 Pay Premium
1	\$100,000	\$ 1,219	\$14,290	\$ 14,290	\$ 1,031	\$ 3,286
2	100,000	2,438	14,290	14,290	2,062	6,572
3	100,000	3,657	14,290	14,290	3,093	9,858
4	100,000	4,876	14,290	14,290	4,124	13,144
5	100,000	6,094	14,290	14,290	5,155	16,430
6	100,000	7,313	14,290	14,290	6,186	19,716
7	100,000	8,532	14,290	14,290	7,217	23,002
8	100,000	9,751	14,290	14,290	8,248	26,288
9	100,000	10,970	14,290	14,290	9,279	29,574
10	100,000	12,189	14,290	14,290	10,310	32,860
11	100,000	13,408	14,290	14,290	11,341	36,146
12	100,000	14,627	14,290	14,290	12,372	39,432
13	100,000	15,846	14,290	15,846	13,403	42,718
14	100,000	17,064	14,290	17,064	14,434	46,004
15	100,000	18,283	14,290	18,283	15,465	49,290
13	100,000	10,203	14,270	10,203	13,403	47,270
16	100,000	19,502	14,290	19,502	16,496	52,576
17	100,000	20,721	14,290	20,721	17,527	55,862
18	100,000	21,940	14,290	21,940	18,558	59,148
19	100,000	23,159	14,290	23,159	19,589	62,434
20	100,000	24,378	14,290	24,378	20,620	65,720
•	100.000		44.00	• • • • •		60 06 i
21	100,000	25,597	14,290	25,597	21,651	69,006
22	100,000	26,816	14,290	26,816	22,682	72,292
23	100,000	28,034	14,290	28,034	23,713	75,578

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

The Client

Presented by Sample Agent Age 35

Verified Standard NT

Benefit Amount Male LSW FlexLife \$100,000 Option A (Level) State - TX

See Summary of Additional Benefits for information on any riders.

	Death	Total Level	Total Single	Total Maximum		MEC Total
Policy	Benefit	Guideline	Guideline	Guideline	Total	7 Pay
Year	End Year	Premium	Premium	Premium	Premium	Premium
24	\$100,000	\$ 29,253	\$14,290	\$ 29,253	\$24,744	\$ 78,864
25	100,000	30,472	14,290	30,472	25,775	82,150
26	100,000	31,691	14,290	31,691	26,806	85,436
27	100,000	32,910	14,290	32,910	27,837	88,722
28	100,000	34,129	14,290	34,129	28,868	92,008
29	100,000	35,348	14,290	35,348	29,899	95,294
30	100,636	36,567	14,290	36,567	30,930	98,580
31	99,854	37,786	14,290	37,786	30,930	101,866
32	99,732	39,004	14,290	39,004	30,930	105,152
33	99,430	40,223	14,290	40,223	30,930	108,438
34	98,936	41,442	14,290	41,442	30,930	111,724
35	98,234	42,661	14,290	42,661	30,930	115,010
36	97,309	43,880	14,290	43,880	30,930	118,296
37	94,911	45,099	14,290	45,099	30,930	121,582
38	92,150	46,318	14,290	46,318	30,930	124,868
39	89,012	47,537	14,290	47,537	30,930	128,154
40	85,488	48,756	14,290	48,756	30,930	131,440
41	81,571	49,974	14,290	49,974	30,930	134,726
42	80,399	51,193	14,290	51,193	30,930	138,012
43	79,013	52,412	14,290	52,412	30,930	141,298
44	77,385	53,631	14,290	53,631	30,930	144,584
45	75,487	54,850	14,290	54,850	30,930	147,870

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

#### Prepared for The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Male

Benefit LSW FlexLife Amount

Option A (Level)

\$100,000

State - TX

See Summary of Additional Benefits for information on any riders.

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Total Premium	MEC Total 7 Pay Premium
46	\$ 73,287	\$ 56,069	\$14,290	\$ 56,069	\$30,930	\$151,156
47	70,750	57,288	14,290	57,288	30,930	154,442
48	67,842	58,507	14,290	58,507	30,930	157,728
49	64,520	59,726	14,290	59,726	30,930	161,014
50	60,733	60,944	14,290	60,944	30,930	164,300
51	56,422	62,163	14,290	62,163	30,930	167,586
52	51,515	63,382	14,290	63,382	30,930	170,872
53	45,948	64,601	14,290	64,601	30,930	174,158
54	39,652	65,820	14,290	65,820	30,930	177,444
55	32,563	67,039	14,290	67,039	30,930	180,730
56	16,160	68,258	14,290	68,258	30,930	184,016
57	15,000	69,477	14,290	69,477	30,930	187,302
58	15,000	70,696	14,290	70,696	30,930	190,588
59	15,000	71,915	14,290	71,915	30,930	193,874
60	15,000	73,133	14,290	73,133	30,930	197,160
61	15,000	74,352	14,290	74,352	30,930	200,446
62	15,000	75,571	14,290	75,571	30,930	203,732
63	15,000	76,790	14,290	76,790	30,930	207,018
64	15,000	78,009	14,290	78,009	30,930	210,304
65	15,000	79,228	14,290	79,228	30,930	213,590
66	15,000	80,447	14,290	80,447	30,930	216,876
67	15,000	81,666	14,290	81,666	30,930	220,162
68	15,000	82,885	14,290	82,885	30,930	223,448

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

The Client

Presented by Sample Agent

Age 35

Verified Standard NT

Benefit

Amount

Male

LSW FlexLife

\$100.000

Option A (Level)

See Summary of Additional Benefits for information on any riders.

State - TX

Policy Year	Death Benefit End Year	Total Level Guideline Premium	Total Single Guideline Premium	Total Maximum Guideline Premium	Total Premium	MEC Total 7 Pay Premium
69	\$ 15,000	\$ 84,103	\$14,290	\$ 84,103	\$30,930	\$226,734
70	15,000	85,322	14,290	85,322	30,930	230,020
71	15,000	86,541	14,290	86,541	30,930	233,306
72	15,000	87,760	14,290	87,760	30,930	236,592
73	15,000	88,979	14,290	88,979	30,930	239,878
74	15,000	90,198	14,290	90,198	30,930	243,164
75	15,000	91,417	14,290	91,417	30,930	246,450
76	15,000	92,636	14,290	92,636	30,930	249,736
77	15,000	93,855	14,290	93,855	30,930	253,022
78	15,000	95,073	14,290	95,073	30,930	256,308
79	15,000	96,292	14,290	96,292	30,930	259,594
80	15,000	97,511	14,290	97,511	30,930	262,880
81	15,000	98,730	14,290	98,730	30,930	266,166
82	15,000	99,949	14,290	99,949	30,930	269,452
83	15,000	101,168	14,290	101,168	30,930	272,738
84	15,000	102,387	14,290	102,387	30,930	276,024
85	15,000	103,606	14,290	103,606	30,930	279,310

THE GUIDELINE PREMIUMS SERVE AS A LIMIT ON THE FUNDING OF THIS CONTRACT TO ENSURE ITS QUALIFICATION AS LIFE INSURANCE UNDER SECTION 7702 OF THE INTERNAL REVENUE CODE.

## Policy Cost and Benefit Summary Prepared for The Client

Presented by Sample Agent

Age 35 Verified Standard NT Male

\$100,000 LSW FlexLife with benefits previously described.

State -	TX

Policy Year	Guaranteed Annual Cash Flow		Guaranteed End Year Net Death Benefit	Current Basis B Annual Cash Flow*	Current Basis B End Year Net Cash Value*	Current Basis B End Year Net Death Benefit*
5	\$(1,031)	\$ 1,526	\$100,000	\$(1,031)	\$ 2,286	\$100,000
10	(1,031)	5,634	100,000	(1,031)	8,552	100,000
20	(1,031)	11,351	100,000	(1,031)	31,760	100,000
36	0	970	100,000	0	79,458	97,309

Averaged Net	Averaged	Averaged	
Death Benefit	Net Equity	Annual	Policy
End Year*	End Year*	Cash Flow*	Year
\$100,000	\$ 1,890	\$(1,031)	5
100,000	6,966	(1,031)	10
100,000	19,591	(1,031)	20
86.380	24.259	0	36

<sup>\*</sup> Benefits and values are not guaranteed. The assumptions on which they are based are subject to change by the insurer and are not likely to continue unchanged for the years illustrated. Mortality experience, investment earnings and company expenses may effect these assumptions. Actual results may be more or less favorable.

Out of pocket premiums are not required in this illustration beginning in year 31.

A copy of this illustration has been provided to the applicant/policy owner. I UNDERSTAND THAT HISTORICAL PERFORMANCE OF THE S&P 500<sup>®</sup> INDEX AND MSCI EMERGING MARKETS INDEX SHOULD NOT BE CONSIDERED A REPRESENTATION OF THE PAST OR FUTURE PERFORMANCE FOR ANY OF THE INDEXED STRATEGIES IN THE POLICY.

Date	Applicant
Date	Agent

#### Life Insurance Company of the Southwest Statement of Variability ADV79, ADV79/U For use with 8593(0708) & 8594(0708)

The Data Pages contain brackets, used to designate variable items that may be unique for each policyholder or issue of the submitted policy. Descriptions of the bracketed items follow:

Data Pages: ADV79 & ADV79/U

**POLICY NUMBER**: This 7-digit number is the unique policy number by which we distinguish each policy issued on this form. This number appears on the policy Cover and within the Data Pages.

**INSURED**: This is the Insured's name, and will be unique to each Insured. This appears on the policy Cover and within the Data Pages.

**ISSUE AGE:** This is the issue age of the named Insured and appears on the policy Cover and within the Data Pages. The issue ages for this policy are 20 - 85.

**FACE AMOUNT**: This amount will be unique to the policy based on each individual situation and appears on the policy Cover and within the Data Pages. Minimum Face Amount is \$100,000 per policy for individual issues.

**OWNER:** This is the Owner's name, and will be unique to each Owner. This appears on the policy Cover and within the Data Pages. The statement "As stated in the application unless later changed" may appear to identify the owner, unless or until a revised Data Page is prepared to specify a new owner. In these circumstances, the name of the new owner will be stated, such name being unique to each owner.

**BENEFICIARY:** The statement "As stated in the application unless later changed" will appear to identify the beneficiary, unless or until a revised Data Page is prepared to specify a new beneficiary. In these circumstances, the name of the new beneficiary will be stated, such name being unique to each beneficiary.

**MONTHLY POLICY DATE:** This can take the variables of the "1st" through the "31st".

**DEATH BENEFIT OPTION**: This can take the variables of "A" or "B".

**MINIMUM MONTHLY PREMIUM:** This is the lowest premium that will be accepted on this policy. The minimum monthly premium accepted is \$25.00. The conditions for change of the minimum monthly premium would be based upon the Face Amount of the policy, the age and rate classification of the Insured. The range of variables for Male are 1.3242 - 12.3573, for Female are 1.1325 - 10.1548 and for Unisex are 1.2858 - 11.9168.

**PLANNED PERIODIC PREMIUM:** This is the premium that the applicant has asked be billed. It's value is unique to the interests of each applicant.

**PREMIUM INTERVAL**: This denotes the number of premiums payable each year, as requested by the applicant in establishing his or her planned periodic premium and premium interval and can take the variables of "AT ISSUE", "ANNUALLY", "SEMI-ANNUALLY", "QUARTERLY", "MONTHLY" or "CHECK-O-MATIC".

**FOR PREMIUM PAYMENT PERIOD**: This date varies with values of the Effective Date and the Attained Age of 120 of the Insured.

**LOAN INTEREST RATE:** The loan interest rate at the Effective Date varies from 3.00% to the Published Monthly Average of the Moody's Corporate Bond Yield Average – Monthly Average Corporates for the calendar month ending two months before the calendar month in which the Policy Anniversary occurs. The 2.00% cap on the loan interest rate will have a range from 1.00% to 4.00%.

**EFFECTIVE DATE**: This provides the Effective Date of the policy, both on the policy Cover and within the Data Pages.

**THE INSURED HAS BEEN CLASSIFIED:** This may take the variables of "ELITE NON-TOBACCO", "PREFERRED NON-TOBACCO", "STANDARD NON-TOBACCO", "PREFERRED TOBACCO", or "STANDARD TOBACCO".

**TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES:** Range of variables for Male is 0.08 – 90.91. Range of variables for Female is 0.04 – 90.91. Range of variables for Unisex is 0.07 – 90.91.

**DEFINITION OF LIFE INSURANCE TEST:** This may take the variables of "GUIDELINE PREMIUM TEST" or "CASH VALUE ACCUMULATION TEST." If the GUIDELINE PREMIUM TEST is used, the GUIDELINE SINGLE PREMIUM and the GUIDELINE LEVEL PREMIUM lines will appear along with the TABLE OF DEATH BENEFIT STANDARD FACTORS. If the CASH VALUE ACCUMULATION TEST is used, only the TABLE OF DEATH BENEFIT STANDARD FACTORS appears.

**GUIDELINE SINGLE PREMIUM AND GUIDELINE LEVEL PREMIUM:** These lines and the applicable Table of Death Benefit Standard Factors will appear only if the "GUIDELINE PREMIUM TEST" is used for the policy.

**TABLE OF DEATH BENEFIT STANDARD FACTORS:** This will be based on either the Guideline Premium Test or the Cash Value Accumulation Test.

**MONTHLY EXPENSE CHARGE:** This charge is variable and is based upon the issue age, sex, risk class and duration. Male range is 0.6642 – 3.5175. Female range is 0.5675 – 3.3983. Unisex range is 0.6449 – 3.4937.

**SURRENDER CHARGE:** Range of variables per \$1,000 would be \$20.38 for Male age 20 to \$56.62 for Male age 85. Range of variables per \$1,000 would be \$19.12 for Female age 20 to \$56.90 for Female age 85. Range of variables per \$1,000 would be \$20.38 for Unisex age 20 to \$56.85 for Unisex age 85. The variables are fixed at issue. The variables are based on face amount, issue age, sex and the rate class of the Insured. Surrender charges are always less than maximums as required by SNFL.

#### Life Insurance Company of the Southwest Statement of Variability PRGN, PRGN/U For use with 8387(0606) & 8733(0709)

The Data Pages contain brackets, used to designate variable items that may be unique for each policyholder or issue of the submitted policy. Descriptions of the bracketed items follow:

#### Data Pages: PRGN & PRGN/U

**EFFECTIVE DATE**: This provides the Effective Date of the policy, both on the policy Cover and within the Data Pages.

**POLICY NUMBER**: This 7-digit number is the unique policy number by which we distinguish each policy issued on this form. This number appears on the policy Cover and within the Data Pages.

**MATURITY DATE**: This is the date on which the policy matures, and will be specific to the circumstances of each policy.

**INSURED**: This is the Insured's name, and will be unique to each Insured. This appears on the policy Cover and within the Data Pages.

**ISSUE AGE**: This is the issue age of the named Insured and appears on the policy Cover and within the Data Pages. The issue ages for this policy are 0 - 85.

**FACE AMOUNT**: This amount will be unique to the policy based on each individual situation and appears on the policy Cover and within the Data Pages.

MONTHLY POLICY DATE: This can take the variables of the "1st" through the "31st".

**DEATH BENEFIT OPTION**: This can take the variables of "A" or "B".

**OWNER**: This is the Owner's name, and will be unique to each Owner. This appears on the policy Cover and within the Data Pages. The statement "As stated in the application unless later changed" may appear to identify the owner, unless or until a revised Data Page is prepared to specify a new owner. In these circumstances, the name of the new owner will be stated, such name being unique to each owner.

**BENEFICIARY**: The statement "As stated in the application unless later changed" will appear to identify the beneficiary, unless or until a revised Data Page is prepared to specify a new beneficiary. In these circumstances, the name of the new beneficiary will be stated, such name being unique to each beneficiary.

**MINIMUM MONTHLY PREMIUM**: This is the lowest premium that will be accepted on this policy. The range of variables for Male are 0.18 - 18.51 and for Female 0.14 - 11.60 and for Unisex 0.17 - 11.04.

**PLANNED PERIODIC PREMIUM**: This is the premium that the applicant has asked be billed. It's value is unique to the interests of each applicant.

**PREMIUM INTERVAL**: This denotes the number of premiums payable each year, as requested by the applicant in establishing his or her planned periodic premium and premium interval and can take the variables of "AT ISSUE", "ANNUALLY", "SEMI-ANNUALLY", "QUARTERLY", "MONTHLY" or "CHECK-O-MATIC".

FOR PREMIUM PAYMENT PERIOD: This date varies with values of the Effective Date and the Maturity Date.

**LOAN INTEREST RATE:** The loan interest rate at the Effective Date varies from 3.00% to the Published Monthly Average of the Moody's Corporate Bond Yield Average – Monthly Average Corporates for the calendar month ending two months before the calendar month in which the Policy Anniversary occurs. The 2.00% cap on the loan interest rate will have a range from 1.00% to 4.00%.

**THE INSURED HAS BEEN CLASSIFIED**: This may take the variables of "ELITE NON-TOBACCO", "PREFERRED NON-TOBACCO", "STANDARD NON-TOBACCO", "PREFERRED TOBACCO", or "STANDARD TOBACCO".

**TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES**: This table may take the values as shown in the submitted rate schedules. Range of variables for Male are 0.01750 - 83.33, for Female are 0.01500 - 83.33 and for Unisex are 0.01667 - 261.09.

**DEFINITION OF LIFE INSURANCE TEST**: This may take the variables of "GUIDELINE PREMIUM TEST" or "CASH VALUE ACCUMULATION TEST." If the GUIDELINE PREMIUM TEST is used, the GUIDELINE SINGLE PREMIUM and the GUIDELINE LEVEL PREMIUM lines will appear along with the TABLE OF DEATH BENEFIT STANDARD FACTORS. If the CASH VALUE ACCUMULATION TEST is used, only the TABLE OF DEATH BENEFIT STANDARD FACTORS appears.

**GUIDELINE SINGLE PREMIUM AND GUIDELINE LEVEL PREMIUM**: These lines and the applicable Table of Death Benefit Standard Factors will appear only if the "GUIDELINE PREMIUM TEST" is used for the policy.

**TABLE OF DEATH BENEFIT STANDARD FACTORS**: This will be based on either the Guideline Premium Test or the Cash Value Accumulation Test.

**MONTHLY EXPENSE CHARGE PER THOUSAND**: This charge is variable and is based upon the issue age, risk class, and duration. The maximum charge would be 5.13 and the minimum charge would be zero.

**SURRENDER CHARGE**: This table may take the values as shown in the submitted surrender charge schedules. The range of variables for Male ages 0-85 are 0.64-58.31, for Female ages 0-85 are 0.54-58.33 and for Unisex ages 0-85 are 0.63-58.30. The variables are fixed at issue. The variables are based on face amount, issue age, sex and the rate class of the Insured. Surrender charges are always less than maximums as required by SNFL.

#### Life Insurance Company of the Southwest Statement of Variability PRVR, PRVR/U For use with 8212(0305) & 8734(0709)

The Data Pages contain brackets, used to designate variable items that may be unique for each policyholder or issue of the submitted policy. Descriptions of the bracketed items follow:

#### Data Pages: PRVR & PRVR/U

**EFFECTIVE DATE**: This provides the Effective Date of the policy, both on the policy Cover and within the Data Pages.

**POLICY NUMBER**: This 7-digit number is the unique policy number by which we distinguish each policy issued on this form. This number appears on the policy Cover and within the Data Pages.

**MATURITY DATE:** This is the date on which the policy matures, and will be specific to the circumstances of each policy.

**INSURED**: This is the Insured's name, and will be unique to each Insured. This appears on the policy Cover and within the Data Pages.

**ISSUE AGE**: This is the issue age of the named Insured and appears on the Cover and within the Data Pages. The issue ages for this policy are 0 - 85.

**FACE AMOUNT**: This amount will be unique to the policy based on each individual situation and appears on the policy Cover and within the Data Pages.

**MONTHLY POLICY DATE:** This can take the variables of the "1st" through the "31st".

**DEATH BENEFIT OPTION**: This can take the variables of "A" or "B".

**OWNER:** This is the Owner's name, and will be unique to each Owner. This appears on the policy Cover and within the Data Pages. The statement "As stated in the application unless later changed" may appear to identify the owner, unless or until a revised Data Page is prepared to specify a new owner. In these circumstances, the name of the new owner will be stated, such name being unique to each owner.

**BENEFICIARY:** The statement "As stated in the application unless later changed" will appear to identify the beneficiary, unless or until a revised Data Page is prepared to specify a new beneficiary. In these circumstances, the name of the new beneficiary will be stated, such name being unique to each beneficiary.

**MINIMUM MONTHLY PREMIUM:** This is the lowest premium that will be accepted on this policy. The range of variables for Male are 0.18 - 18.51 and for Female 0.14 - 11.60 and for Unisex 0.17 - 14.75.

**PLANNED PERIODIC PREMIUM:** This is the premium that the applicant has asked be billed. It's value is unique to the interests of each applicant.

**PREMIUM INTERVAL**: This denotes the number of premiums payable each year, as requested by the applicant in establishing his or her planned periodic premium and premium interval and can take the variables of "AT ISSUE", "ANNUALLY", "SEMI-ANNUALLY", "QUARTERLY", "MONTHLY" or "CHECK-O-MATIC".

FOR PREMIUM PAYMENT PERIOD: This date varies with values of the Effective Date and the Maturity Date.

**LOAN INTEREST RATE:** The loan interest rate at the Effective Date varies from 3.00% to the Published Monthly Average of the Moody's Corporate Bond Yield Average – Monthly Average Corporates for the calendar month ending two months before the calendar month in which the Policy Anniversary occurs. The 2.00% cap on the loan interest rate will have a range from 1.00% to 4.00%.

**THE INSURED HAS BEEN CLASSIFIED**: This may take the variables of "PREFERRED NON-TOBACCO", "VERIFIED STANDARD NON-TOBACCO", "EXPRESS STANDARD NON-TOBACCO", "PREFERRED TOBACCO" or "STANDARD TOBACCO".

**TABLE OF GUARANTEED MAXIMUM COST OF INSURANCE RATES**: This table may take the values as shown in the submitted rate schedules. Range of variables for Male are 0.01750 – 90.90909, for Female are 0.01500 – 90.90909 and for Unisex are 0.01667 – 267.41.

**DEFINITION OF LIFE INSURANCE TEST:** This may take the variables of "GUIDELINE PREMIUM TEST" or "CASH VALUE ACCUMULATION TEST." If the GUIDELINE PREMIUM TEST is used, the GUIDELINE SINGLE PREMIUM and the GUIDELINE LEVEL PREMIUM lines will appear along with the TABLE OF DEATH BENEFIT STANDARD FACTORS. If the CASH VALUE ACCUMULATION TEST is used, only the TABLE OF DEATH BENEFIT STANDARD FACTORS appears.

**GUIDELINE SINGLE PREMIUM AND GUIDELINE LEVEL PREMIUM:** These lines and the applicable Table of Death Benefit Standard Factors will appear only if the "GUIDELINE PREMIUM TEST" is used for the policy.

**TABLE OF DEATH BENEFIT STANDARD FACTORS:** This will be based on either the Guideline Premium Test or the Cash Value Accumulation Test.

**SURRENDER CHARGES:** This table may take the values as shown in the submitted surrender charge schedules. The range of variables for Male ages 0 - 85 are 0.60 - 58.25, for Female ages 0 - 85 are 0.53 - 58.32 and for Unisex ages 0 - 85 are 0.53 - 58.32. The variables are fixed at issue. The variables are based on face amount, issue age, sex and the rate class of the Insured. Surrender charges are always less than maximums as required by SNFL.

**MONTHLY ADMINISTRATIVE CHARGE PER THOUSAND**: This charge is variable and is based upon the issue age, risk class, and duration. The maximum charge per thousand of face amount would be 3.51.

#### Life Insurance Company of the Southwest Statement of Variability 20153(0413) & LIBR3

Rider: 20153(0413)

**OFFICER NAME AND TITLE:** The officer name and signature and title plaque on the rider is bracketed in the event the officer and or the title of said officer signing the policy form changes. Any new title utilized or name of an officer changed will be the title and name of an officer of the Company.

Data Pages: LIBR3

**POLICY NUMBER:** This 7-digit number is the unique policy number by which we distinguish each policy issued on this form. This number appears on the Data Pages.

**INSURED:** This is the Insured's name, and will be unique to each Insured. This appears within the Data Pages.

**RIDER EFFECTIVE DATE:** This provides the date the Rider is added to the policy.

**POLICY EFFECTIVE DATE:** This provides the Effective Date of the policy to which the Rider is added.

**INSURED ISSUE AGE:** This is the issue age of the named Insured and appears within the Data Pages. The issue ages for this rider are 0-75.

**MINIMUM EXERCISE PERIOD:** This is the number of years that the policy must remain in force before the rider can be exercised. The range of years is 5 - 15 years.

**MINIMUM EXERCISE DATE:** This date is calculated from the base policy Effective Date and is the earliest date the rider can be exercised.

**MINIMUM EXERCISE AGE:** This is the minimum age the Insured must be before the rider can be exercised. The minimum age range is 60 - 75.

**MAXIMUM EXERCISE AGE:** This is the maximum age the Insured can be to exercise the rider. The maximum age range is 75 - 85.

**INCOME PAYMENT THRESHOLD:** This is the minimum benefit amount that must be met in order to exercise the rider. The threshold range is \$100 - \$5,000.

**MINIMUM DEATH BENEFIT:** This is the lowest benefit paid to the Owner upon the death of the Insured during the Income Period. The benefit range is \$5,000 - \$25,000.

**MINIMUM CASH SURRENDER VALUE:** This is the lowest value paid to the Owner upon surrender of the policy while the Insured is living during the Income Period. The range is \$1,000 - \$5,000.00.

**GUARANTEED RIDER CHARGE PERCENTAGE:** This is the maximum rider charge applied to the policy's Accumulated Value on each Monthly Policy Date. The range would be 0.50% - 1.50% annually.

**PAYOUT OPTION:** There will be two Payout Options available – a Level Payout Option and an Increasing Payout Option.

**ANNUAL INCREASE PERCENTAGE:** The inflation-adjustment factor is 3.0% per year. The range is 1.0% - 4.0%.

**DEATH BENEFIT OPTION:** This can take the variable of "A" or "B".

**TABLE OF BASE PAYOUT PERCENTAGES:** This is the minimum payout percentage based upon the policy's Death Benefit Option and the Insured's Age. This will vary depending upon whether the policy uses Option A or Option B.

**THE INSURED HAS BEEN CLASSIFIED:** This may take the variables of "ELITE NON-TOBACCO", "PREFERRED NON-TOBACCO", "STANDARD NON-TOBACCO", "PREFERRED TOBACCO" or "TOBACCO".

**TABLE OF LIFETIME INCOME BENEFIT RIDER PROTECTION PROVISION CHARGE PERCENTAGES:** These charges will vary by smoker status and gender and will be used to calculate the one time charge when a Minimum Threshold criterion is met.